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Automotive News

Detroit, November 23, 1981

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Shay is sued for civil fraud; he sues back

By Edward Lapham
Financial Editor

Harry Shay and his Shay Motors Corp. replicar company are under legal fire.

Illinois Attorney General Tyrone Fahner has filed suit in Sangamon County Circuit Court against Shay and his company, charging civil fraud. The suit charges that the company had not refunded $500 dollar deposits solicited from some Illinois dealers, produced an inferior car and committed other fraudulent actions.

Shay responded by filing a $50-million suit against Fahner in Federal Court in Detroit, charging Fahner with "libel, slander and misrepresentation" for remarks he made to reporters.

"We haven't been served with any papers," Shay told AUTOMOTIVE NEWS last week.

Paul Zemitzsch, a spokesman for the Illinois attorney general, told AUTOMOTIVE NEWS his office isn't concerned about the suit because "by Illinois law the attorney general cannot be sued."

The spokesman also said the investigation currently involves strictly civil fraud, but could turn into a criminal case if there is evidence that there was an intent to defraud.

Shay, whose company recently completed a new two-year $2.4-million revolving credit agreement and is still discussing the possibility of a public equity offering with Wall Street underwriters, said he and his company "routinely" respond to criticisms from various states in order to clarify matters.

Earlier, the company had difficulties in Maryland and Wisconsin involving its registration as a motor vehicle manufacturer, and in California where its system of licensing dealers to sell the '55 Thunderbird replicar came under fire.

However, Douglas Carlson, assistant attorney general in the Iowa Consumer Protection Division last week told AUTOMOTIVE NEWS that his staff will likely file suit against Shay the second week in December.

Shay said the Model A replicars, of which he has sold about 5,000, are back in production to use up the inventory of parts, although "the Bird is the feature car." He said about 100 Birds have been delivered and another 35 are in process.

The company's workers, who were organized by the UAW earlier in the year, last weekend came to terms, ending a brief three-day strike, Shay said.

Rampage staged

Dodge minipickup rolls at Belvidere

Chrysler Corp. last week produced its first front-wheel-drive Dodge Rampage pickup at the Belvidere (Ill.) Assembly Plant. Belvidere is the company's first plant to build both FWD cars and trucks off a common assembly line. The Rampage is equipped with a standard 2.2-liter four-cylinder engine and four-speed transmission. Dealer intro date is Jan. 7. Current production plans call for 18,000 Rampages during the '82 model year.

Imports' inventory shoots upward to a 54-day supply

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars in the U. S. climbed sharply during October and was good for 54 days Nov. 1, up from 45 days a month earlier.

The inventory buildup follows the usual pattern of import stockpiling, which has been to drop to the lowest point of the year in September, then grow to a peak in January.

The combined car and pickup truck inventory Nov. 1 was a 60-day supply. Since the import segment of the auto business considers 60 days the optimum stockpile, it appears that things couldn't be better than they were on Nov. 1. But, in fact, the balance between cars and pickup trucks was quite lopsided. While the industry had a 54-day supply of cars, which was short enough in some lines to affect sales, it had a rather beefy 94-day supply of pickup trucks.

• Toyota boosted its skeletal stockpile during the month but still had only a meager 22½-day supply Nov. 1. Honda, with a 35-day supply, Mercedes-Benz, with an estimated 37-day stock, and BMW, with a 40-day supply, were on the lean side also.

Subaru had a 40½-day supply and Mazda had a 45-day supply, both of which were low, but probably not low enough to put a lid on sales. In stronger shape were Isuzu, with a 66-day supply of new cars, and Nissan with a 74-day supply.

Chrysler Corp. had a heavy 204-day supply of Mitsubishi-built cars in stock and a 251-day supply of pickup trucks.

Truck stocks were substantially higher than new-car supplies. Toyota had a 57-day supply of pickups, Mazda 75 days, Nissan 113 days, and Isuzu 149 days. In addition, Ford had a 66-day stock of Couriers and Chevrolet an 87-day supply of LUVs.

All the Japanese nameplates had a 52½-day supply of new cars, compared with a 57-day supply from West Germany and a 59-day stockpile from all other countries.

Volkswagen had an 83-day stockpile of German-built cars, while Porsche and Audi both had 61-day stocks.

Volvo had an estimated 67-day supply and Renault and Saab each had 89. A sales upturn in October resulted in DeLorean entering November with a 56-day supply.

The imports' 54-day supply of new cars Nov. 1 compared with the bloated domestic stockpile of 81 days.

UAW blasts latest effort to win sacrifices from workers in '82 pact

GM's 'Road to Survival' is rocky

By Marjorie Sorge
Labor Editor

General Motors has launched an allout campaign to convince its 400,000 hourly workers in the U. S. that sacrifices must be made in next year's contract negotiations if GM is to remain competitive.

According to a company memorandum, "The Road to Survival," GM is planning a series of voluntary in-plant meetings between workers and management to convince the hourly employes they must "reduce or eliminate unrealistic expectations about economic gains in the forthcoming contract negotiations" and face "the hard realities that may be required for survival."

The program is designed to be carried out with UAW help, but the union has turned down that idea.

In a joint statement by UAW President Douglas A. Fraser and Owen Bieber, vice president and director of the union's GM Department, the program was labeled "shenanigans" and "an attempt to generate distrust of the UAW leadership."

"We are advising our local union leadership that it should not participate in this unilateral program," the statement said.

The GM memo said GM is trying to set the record straight on the seriousness of the current competitive situation. GM officials have said there is an $8 per hour labor cost differential between the U. S. and Japan and have indicated they want that money back in next year's negotiations.

The UAW disagrees with the labor cost differential and said it could be as little as $3 per hour.

The current contract expires Sept. 14, 1982, and negotiations traditionally begin in the summer.

• GM's program consists of four 15-20 minute films followed by discussion geared toward its current economic status and what the company needs for survival. The memo said the program is also designed to accelerate two-way communications between supervisors and employes and seek new ways to improve efficiency.

"We have an obligation and a responsibility to tell them (workers) what kind of a competitive struggle we are in because they are right in it with us," said Roger B. Smith, GM chairman. "It is a good thing to be able to talk to people when they understand the facts, and the best way to do that is to get the facts out where our employes can know everything."

Smith said the program is an effort to tell employes that their jobs are at stake because of the cost differentials with GM's competitors.

All hourly and salaried workers will attend the meetings, on a voluntary basis, in groups of 25 to 35. Division general managers and plant managers will conduct the meetings, which will be held during working hours.

GM had originally suggested using the already-established QWL (quality of work life) committees as advisory/steering committees. Those groups have been formed in certain GM plants to help resolve company-union problems on the plant floor.

That plan was labeled "improper" by GM after the UAW strongly criticized the idea.

"It (QWL) was never intended to be a vehicle to propagandize or parrot the current views of the chairman of the board of GM as to how to save General Motors through worker sacrifice," the joint UAW statement said. ". . . Under no circumstances should a QWL committee be permitted to be subverted by such shenanigans."

The "Road to Survival" program suggests that managers take a leadership role in the discussions and be unified in their approach because "doubts or differences expressed to em-

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breaking news

GM diesel sales up 54 pct. for model year

DETROIT.—General Motors sold 317,691 diesel-powered cars during the '81 model year, up 54.62 percent from 205,456 sold during the '80 model year. All divisions except Cadillac posted gains. Leader Oldsmobile sold 160,738 diesel cars, up 34.51 percent from 119,495 in the '80 model year. Chevrolet increased its diesel volume 259.68 percent by nearly tripling B-car installations of the Olds-built 5.7-liter diesel V-8 and offering an Isuzu-built 1.8-liter diesel in Chevette.

GM A-car prices: $8,313 to $9,599

DETROIT.—Prices of General Motors' new front-drive A-cars will start at $8,313 for the base Chevrolet Celebrity two-door and jump to $9,599 for the Oldsmobile Cutlass Ciera Brougham four-door. Prices for the other division's base two-door models are $8,729 for the Pontiac 6000, $8,847 for the Cutlass Ciera and $8,980 for the Buick Century. Prices do not include a $399 destination fee. The A-car intro is Jan. 14.

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Chrysler sells tax credits for $26 million

DETROIT. — Chrysler Corp. received a $26 million boost to cash flow by beating Nov. 13 deadline and selling more than $100 million in tools and equipment put into service in 1981 to General Electric Credit Corp.

The two companies completed the transaction which, in effect, "sells" investment tax credits. GECC said it transferred the credits to its parent General Electric Co., which can use them.

Under terms of the Economic Recovery Tax Act of 1981, companies, like Chrysler, which are unable to use the tax credits, can sell the equipment to profitable companies and lease them back in what is known as a leveraged leasing arrangement.

Chrysler said the new machinery, equipment and tooling are located in 35 states, but concentrated in Delaware, Illinois, Indiana, Michigan, Missouri, New York and Ohio.

"We have succeeded in using substantially all of the benefits that the lease provisions offer on expenditures made in the first three quarters of 1981 to modernize our plants," said R. S. Miller Jr., Chrysler executive vice president—finance. "We are very pleased with the transaction."

Chrysler was able to complete the deal before the deadline following a government ruling that it was eligible despite a precarious financial condition. That ruling came just three days befor the deadline.

Some Wall Street analysts earlier had believed the auto maker might have received as much as $60 million from the sale.

Earlier, Ford Motor Co. sold nearly a billion in equipment to IBM for an estimated $200 million under the same leveraged leasing provision.

Affordable Used Cars signs NYC exclusive

HAZLET, N. J. — Affordable Used Car Rentals has licensed S & W Sales and Service, Queens, N. Y., to be exclusive outlet for New York City of its used-car rental system.

According to an agreement with Donald Buhler, president of Affordable, S & W will open a location in Queens, followed over the next five years with locations in the boroughs of Brooklyn, Manhattan, Richmond and the Bronx.

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Escort goes open-air

Ford calls it a design concept, but it is the company's answer to the convertible versions of the VW Golf and Fiat Strada now being produced in Europe. The open top version of the sporty Escort XR3 was exhibited at Frankfurt to test public reaction.

New programs to run to Dec. 31

AMC extends rebates, offers cash on Renault

By Joseph Bohn
Marketing Editor

American Motors has extended Concord/Eagle and Jeep rebates and has launched a variety of cash incentives for dealers and sales persons on '81 Renault 18i models, paying up to $1,650 per vehicle.

The Concord/Eagle 10 percent rebate, originally running from Oct. 1 to Nov. 30, has been extended to Dec. 31. It covers all new and unused '81 and '82 Concord and Eagle sedans and wagons sold or delivered during the program period.

Two Jeep programs were also extended.

The '82 Cherokee, Wagoneer and truck consumer rebate, originally running from Sept. 24 to Nov. 25, has been extended to Dec. 31. It pays $750 on Cherokee and Wagoneer (dealers contribute $250) and $500 on trucks (dealers contribute $200). It covers all new and unused '82 models sold or delivered during the period.

Similarly, the 10 percent consumer rebate on CJ and Scrambler, running from Oct. 1 to Nov. 30, has been extended to Dec. 31. It covers all new and unused '81 and '82 units sold or delivered during the period.

AMC also is offering several programs designed to clear out '81 Renault 18i models. There are wholesale and retail phases, but no direct consumer rebates are involved.

The wholesale portion runs from Oct. 28 to Jan. 31. Eligible are all '81 R-18i models ordered from the zone office during this period.

Any '81 Renault 18i ordered before Oct. 28, but invoiced after Nov. 18, qualifies for wholesale incentive money, but not the retail incentive.

Wholesale payments are as follows: Base model wagons, $800; base model sedans, $700; deluxe model wagons, $600; deluxe model sedans, $500.

These payments are made in the form of discounts deducted from the invoice. For eligible vehicles invoiced prior to the program, dealers will receive a check for the incentive discount from the factory.

Under the wholesale program there is also a fast-start bonus,

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Cafiero resigns as president

DeLoreans voluntarily recalled

By Edward Lapham
Financial Editor

DeLorean Motor Co. absorbed two jolts last week — the resignation of its president and chief executive officer and the voluntary recall of all vehicles sold to date for a potential safety problem.

The company, which reported sales of 720 DeLorean cars in October and 1,715 since the cars went on sale in the summer, said the problem involves a "nut securing the lower ball joint and stabilizer bar" which may work loose.

A spokesman for the company said it is a voluntary recall. He said the problem takes about 30 minutes to fix at dealerships and is being corrected at no cost to car owners.

"It's a torquing problem — the nut is vibrating loose," the spokesman said. He said the company knows of no accidents caused by the front suspension problem.

The resignation of Eugene A. Cafiero, DeLorean president since May, 1979, startled some industry observers, but it came as no surprise to those close to the company.

The press release announcing the resignation, which is to take effect Dec. 15, said Cafiero, 55, will remain a consultant and board member, although he will no longer be involved in the day-to-day operations.

Eugene A. Cafiero

In the release Cafiero said the "challenge" he accepted when he joined DeLorean "has been accomplished" in a little more than two years.

"While I thoroughly enjoyed my involvement, I believe it is time to be relieved of my heavy travel schedule and spend more time with my family," Cafiero said.

In an interview earlier this year, Cafiero told AUTOMOTIVE NEWS he was still spending about half of his time at the company's assembly plant in West Belfast, Northern Ireland.

"We will certainly miss our daily association with Gene," Chairman John Z. DeLorean said in the statement. "Gene's confidence, energy and expertise were crucial in accomplishing what many doomsayers inside and outside the auto industry said was impossible."

However, Cafiero, who was moved upstairs to vice chairman and then eventually left Chrysler Corp. when Lee Iacocca joined that auto maker in 1978, was known to have had some differences of opinion with DeLorean.

"There were long periods of time when the two didn't even talk to each other," said one well-placed source.

"John blamed Gene for a lot of things that went wrong along the way," said one insider, "things that weren't necessarily his fault. Finally John wanted Gene to be in Belfast full-time, and I think that was the clincher."

Cafiero is the highest ranking official to leave DeLorean Motor Co., although several other people who were key participants in the project at one time or another have left in the last three years.

They include William T. Collins, who was involved with the product design from the very outset; Charles K. Bennington, former managing director of the Belfast operation; William Haddad, former planning vice president, and three former chief financial officers—Walter Strycker, Robert Dewey and James G. Stark.

Despite the Cafiero resignation and the safety recall, the company continued with business as usual. A company spokesman said there were no new developments in the libel writs issued last month, following charges of financial irregularities in the British press.

One of the company's directors, G. Edmund King, partner in Wood Gundy, Ltd., which invested in DeLorean Motor Co., has taken a car to Toronto to drive and evaluate. That move fueled speculation that DMC might be close to signing a Canadian distributor and beginning sales there.

The company's current production rate is 80 cars a day. More than 5,000 have been build to date, the company said.

Dealers covered on orders through Dec. 31

Chrysler offers rebate protection

HIGHLAND PARK, Mich. — Chrysler reportedly will comply with requests by zone people and dealers to pay rebates on vehicles sold but not delivered before the Dec. 31 cutoff date.

Dealers had been concerned that units sold, but not retail delivered, before Dec. 31 would be denied the factory rebate.

Out of fear that they might be stuck paying rebates on these vehicles themselves, some dealers had turned down deals.

Recently, the Independent Dealer Committee Dedicated to Action sent a mailgram to Chrysler officials asking that the rules be amended to guarantee the rebate on vehicles arriving after Dec. 31.

Chrysler is expected to require affidavits to verify sales of vehicles sold during Nov. 13 to Dec. 31 (Texas) and Oct. 14-Dec. 31 (other states) but delivered at a subsequent date.

Chrysler Corp. has put more Chrysler Corp. has put more merchandising money behind its Dodge 400 and Chrysler LeBaron and has extended the sign-up for its Savings Certificate program again.

In a communique to dealers, Chrysler said Dodge 400 and Chrysler LeBaron two-doors ordered between Nov. 9 and Nov. 25 are eligible for a $400 merchandising allowance.

Additionally, they qualify for consumer rebates, or Savings Certificates, of $400 on units delivered between Jan. 1-31, 1982.

The merchandising and retail rebate money is available only to dealers participating in Chrysler's Savings Certificate program.

Chrysler said that because the changes "enhanced the value" of its Savings Certificate program, it was extending the sign-up date to Nov. 20 for dealers who still want to get into the program. This is the third extension.

Chrysler first extended the sign-up program when it announced an extension of rebates on certain imported cars, and the second time when it added LeBaron and Dodge 400 to the rebate program.

Industry sources speculated that Chrysler singled out two-door models of LeBaron and Dodge 400 for the $400 merchandising allowance because it has a much higher production capacity on the two-doors. There is no four-door model offered in the Dodge 400 line.

Some sales managers — and dealers — also complained about being pressured to sell equipment packages under a program Chrysler has been running since the beginning of the model year.

Essentially, the company has been offering sales managers prize points if they order certain cars—a base Aries, for example—with certain equipment packages.

Sales managers complained of being pressured — receiving letters at their homes in the form of "report cards" which asked why haven't they done better.

Docksiders

Arrival of the first '82 K-cars in Puerto Rico prompted this San Juan dockside display by distributor Boricua Motors, with a little help from Kenyon & Eckhardt, its ad agency, and an airplane from which the 250 Ks were photographed.

Model year just won't fly

Early-November sales remain flat

By Jennie L. King
Staff Writer

Early-November domestic new-car sales trailed the 1980 total, marking the fourth consecutive period in the 1982 model year that sales have been below year-ago levels. Year-to-date sales slumped further behind 1980.

Nov. 1-10 retail sales numbered 142,143, down 13.17 percent from 163,702 a year earlier. It was the lowest total for early November since 136,921 in 1974. The record for the period is 289,056 in 1971.

The daily selling rate for the period this year was 17,768, down 13.17 percent from 20,463 in 1980. There were eight selling days this year and last.

Calendar-year sales totaled 5,559,127 through Nov. 10, down 3.17 percent from 5,741,246 a year ago.

Chrysler Corp. and Volkswagen of America moved ahead of their year-ago numbers, but General Motors, Ford Motor Co. and American Motors failed to match them. Chrysler sales of 15,309 were up 3.14 percent over 14,843. VWoA reported Rabbit sedan sales of 3,043, up 33.17 percent from 2,285.

GM passenger-car sales dipped 13.61 percent, to 90,811 from 105,123 last year. Ford was down 21.25 percent, to 30,280 from 38,451, and AMC sales were estimated at 2,700, down 10.00 percent from 3,000.

GM earned 63.89 percent of the early-November market, down from 64.22 percent in 1980. Ford slipped to 21.30 percent from 23.49 percent. Chrysler was up to 10.77 percent from 9.07 percent. VWoA cornered 2.14 percent, up from 1.39 percent, and AMC stood at 1.90 percent compared with 1.83 percent a year ago.

Five domestic makes edged ahead of their 1980 sales levels for the period: VWoA was up 33.17 percent; Plymouth was up 24.45 percent; Dodge was up 7.20 percent; Buick was up 6.72 percent, and Lincoln was up 2.88 percent.

Imperial sales plunged 63.64 percent, followed by Chrysler's 34.98-percent decline. Pontiac was down 27.70 percent; Ford was down 23.88 percent; Chevrolet was down 22.07 percent; Mercury was down 17.72 percent; AMC was down 10.00 percent; Oldsmobile was down 9.19 percent, and Cadillac was down 5.13 percent.

Chevrolet Citation climbed into first place in the nameplate sales race for the period. Citation sales totaled 8,820. It was followed by Buick Skylark at 7,984, Ford Escort at 6,861, Buick Regal at 5,553 and standard Chevrolet at 5,492. Sixth place went to Oldsmobile Cutlass Supreme at 5,297, seventh was Chevrolet Cavalier at 4,631, followed by Chevrolet Chevette at 4,490, Plymouth Reliant at 4,474 and Chevrolet Malibu at 3,951.

DOMESTIC SALES

	Nov. 1-10, 1981	Nov. 1-10, 1980
AMERICAN MTRS.	2,700†	3,000†
Chrysler	2,128	3,273
Imperial	88	242
Plymouth	6,851	5,505
Dodge	6,242	5,823
CHRYSLER CORP.	15,309	14,843
Ford	20,682	27,172
Mercury	7,795	9,474
Lincoln	1,857	1,805
FORD MOTOR	30,280	38,451
Buick	22,678	21,250
Cadillac	5,805	6,119
Chevrolet	32,040	41,115
Oldsmobile	18,632	20,518
Pontiac	11,656	16,121
GENERAL MTRS.	90,811	105,123
VOLKSWAGEN	3,043	2,285
IND. TOTAL	142,143	163,702

Chrysler hails sales performance of its K-cars

DETROIT. — Seems like old times. Chrysler Corp. reported it is gratified by the K-cars' sales performances since introduction 13 months ago.

In October, combined sales of Plymouth Reliant and Dodge Aries were 32,337, a 76.98-percent increase over 18,272 a year earlier — their first month on the market. The Ks earned 27.10 percent of the domestic compact market, up from 15.70 percent a year earlier, according to Chrysler.

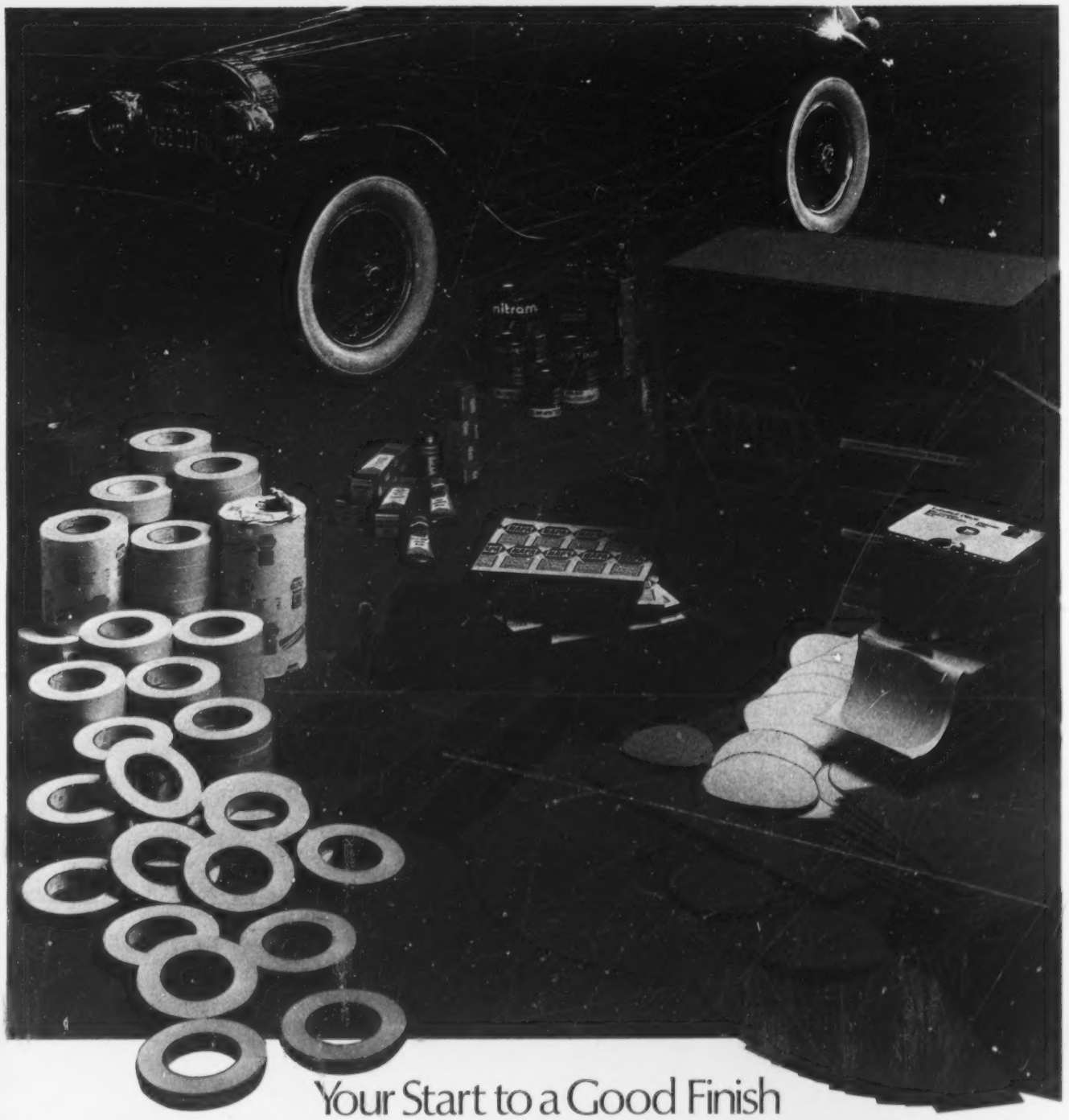
For the first 10 months of 1981, Reliant-Aries sales accounted for 22.70 percent of the domestic compact market, up from 10.20 percent for Volare-Aspen in 1980. Sales were 303,875 compared with 137,313. Reliant was sixth in sales among the domestic nameplates in October.

The reflection of the past? In their first full year on the market (1976), forerunners Plymouth Volare and Dodge Aspen together took 22.96 percent of the January-October compact domestic market class. Their share of the domestic total was 6.46 percent, whereas Reliant-Aries took 5.61 percent this year. Volare was the sixth best seller in October of 1976.

Five years ago, however, Chrysler sales earned 15.46 percent of the domestic market; this year, it was 11.76 percent.

Dealer convicted

PHILADELPHIA.—Joseph L. Doan, vice president of Doan-Calhoun Chevrolet, Inc., was permitted to remain free on his own recognizance pending sentencing on his conviction in Federal District Court of failing to report $22,800 in taxable income for 1975 and 1976.



Your Start to a Good Finish

NAPA/Martin-Senour Abrasives, Tapes, and Adhesives

The best start to a good finish begins with Martin-Senour Quality abrasives, tapes, and adhesives . . . available exclusively through your NAPA jobber. The entire NAPA/Martin-Senour system of over 300 ATA products is shop-engineered and shop-tested to assure no-fail performance in *your* body shop. Best of all, when you start with your NAPA jobber, he'll stay with you right through to the finish . . . because he's your *single source of supply* for every automotive refinishing need: beginning with Martin-Senour ATA and continuing with the full-line of Martin-Senour paint and specialty products. From start to finish, the person to see for every refinishing need is your NAPA jobber. He's got it all!

Paints, Tapes, Abrasives and Adhesives

Duplex offers wide-body chassis

The inside of the cab of its new Model D-350 wide-body custom chassis, according to Duplex Truck Division, The Nolan Co., is nearly a foot wider than conventional cabs, provides six inches of extra head room and a windshield that is 34 percent larger for greater visibility.

Drive, tag tandem close in fuel economy tests

DEARBORN.—A Rockwell International Automotive Operations study comparing tag-tandem and drive-tandem axles for heavy trucks indicates there is statistically little or no difference between a tag-tandem axle and Rockwell's recently-introduced SQ-100 drive-tandem axle in fuel efficiency.

Additionally, the tractive capability of a drive-tandem axle is superior to that of a tag-tandem axle.

These are the general conclusions drawn from a detailed analysis and presented in a paper co-authored by Rockwell engineers Gerald DeClaire and David G. Adams at the recent SAE national truck meeting here.

"The intent of the study, which was conducted in line with the Voluntary Truck and Bus Fuel Economy Program, is to give truck manufacturers and operators a clearer understanding of the two types of axle configurations in terms of fuel economy, traction and other operating considerations," said DeClaire.

In highway testing, using the new joint TMC/SAE fuel-consumption test procedure, the first tandem-drive axle tested was a Rockwell SQHD, while the tag-tandem unit consisted of a Rockwell R-170 single-drive axle in combination with a trailer axle. Driving axles used a 4.11 ratio.

For comparison purposes, a second tandem-drive axle test was conducted using Rockwell's new SQ-100, again with a 4.11

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Truck Foundation grants $400,000 to Hall of Fame

MIDLAND, Mich.—The American Truck Foundation directors voted a $400,000 grant to the Automotive Hall of Fame to help honor pioneers and leaders of the truck and trucking segments of the automotive industry.

Drex Minshall, Hall of Fame chairman, called the Truck Foundation grant a major step toward raising the funds necessary for the hall's expansion. Confirmation of the grant was given by Zenon C. R. Hansen, foundation executive vice president and former president of Mack Trucks, Inc.

In 1973, Mack donated $2 million to establish an American

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truck personnel

3 appointed by Mack in international sales

Three appointments in its international operations have been announced by Mack Trucks, Inc. They are:

Marion Parks, vice president-area sales for Latin America; **Alexander H. Giel,** vice president-area sales for Middle East/Far East, and **J. Ken McGill,** international accounts director.

Parks, who had been with Chrysler International S.A., will be responsible for export of built-up and knocked-down Mack truck sales and marketing to South and Central America and the Caribbean.

A. H. Giel

J. K. McGill

Giel previously was international heavy-truck marketing manager for International Harvester's Truck Group in the Middle East, Africa and the Far East.

McGill, who had been with a European heavy-truck manufacturer, will be responsible for promotion of Mack products to the international construction and civil engineering industries.

Steggles joins Sun as international V-P

George W. Steggles, formerly International Group vice president, White Motor Corp., has been named to the newly created position of international opera-

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truck industry news

But September gain over year ago is industry's first since 1979

9-month registrations off 12.8 pct.

Registrations of new trucks of all types in the U. S. in the first nine months of 1981 were down from a year ago, but there was one bright feature in the monthly report by R. L. Polk & Co.

September registrations were up slightly from the same month in 1980, and it marked the first time since October, 1979, that statistics for a current month topped those in the comparable year-earlier report.

In September, according to Polk figures, 195,906 new trucks were registered, an increase of 2.9 percent over last year's 190,324. The upturn was paced by light trucks, whose totals exceeded those for September, 1980.

The nine-month count was 12.8 percent below the year-ago level, from 1,910,324 units through September, 1980, to 1,665,676 this year. The totals were down for all three market segments and seven of the eight weight groups.

While the light-truck segment was the only one to show a gain over 1980 in the September report, there were increases in four of the eight weight classifications.

• There were 176,343 light-truck tallies in September, an increase of 4.2 percent over the 168,230 units registered in the same month a year ago. There were gains, too, in the three light-truck groups.

The Group 1 count was 5.9 percent higher than a year ago, from 95,832 in 1980 to 101,484. Group 2's 74,120 registrations were 3 percent higher than the year-ago 71,965, and the Group 3 total was up 70.6 percent to

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739 units, compared with 433 last year.

During the month, 6,108 medium trucks were tallied, a decline of 2.4 percent from the year-ago 6,256 units.

The Group 5 total was up 9.4 percent, from 138 trucks in 1980 to 151. Group 6 dipped 2.6 percent to 5,957 units, compared with 6,115. There were no Group 4 tallies this year, and only three in September, 1980.

Heavy trucks continue to be the big losers. In September, there were 13,455 registrations of the Groups 7 and 8 vehicles, a decline of 15 percent from last year's 15,838 units.

Group 7 tallies during the month were off 15.3 percent from a year ago, 5,416 units versus 6,395. The Group 8 total of 8,039 registrations in September was a decrease of 14.9 percent from the year-earlier 9,443 units.

• Over the nine-month span, there were 1,503,478 light-truck registrations, a decline of 12.3 percent from last year's 1,713,825 units. Group 3 was the only one of the three classifications to show an increase over last year.

Through September, 9,448 Group 3 trucks were registered, up 77.3 percent from last year's 5,329. Group 1 was down 3.8 percent, from 867,718 a year ago to 834,585 units this year, while Group 2's total of 659,445 tallies was off 21.6 percent from the year-earlier 840,778.

Registrations of imported light trucks for the nine months, on the other hand, were 1.6 per-

Continued on Page 20, Col. 3

HD registrations for 9 months off 18.8 pct. from '80

Nine-month registrations of new heavy trucks in the U. S. dropped 18.8 percent below last year's total, according to R. L. Polk & Co. statistics, from 148,194 units in 1980 to 120,276.

In September, 13,455 Groups 7 and 8 trucks were registered, a decline of 15 percent from the 15,838 units tallied in the same month in 1980.

The count through September was down substantially for both Groups 7 and 8 vehicles.

Over the nine-month span, 50,816 Group 7 trucks were registered, a decrease of 15.8 percent from the year-earlier 60,365. The Group 8 total of 69,460 units was off 20.9 from last year's 87,829.

International accounted for a little more than a quarter of industry heavy-truck registrations

Continued on Page 20, Col. 3

Truck calendar

Dec. 1-4 — 19th annual show, Recreation Vehicle Industry Assn., Kentucky Fair & Exposition Center, Louisville.

1982

Feb. 21-24—Truck Renting & Leasing Assn., fourth annual convention, Canyon Hotel, Palm Springs, Calif.

March 10-13 — National Truck Equipment Assn., 18th annual convention, Louisiana Superdome, New Orleans.

March 10-13 — International Trucking Show (West), George Moscone Convention Center, San Francisco.

April 3-6 — NADA American Truck Dealers Division, 19th annual convention & exposition, Marriott Hotel, New Orleans.

May 19-21 — International Trucking Show (East), Dallas Convention Center, Dallas.

Aug. 10-15—28th annual Midwest Manufactured Housing and Recreational Vehicle Show, Notre Dame University, South Bend, Ind.

Sept. 20-23—Assn. of Diesel Specialists, convention & exhibition, Caesars Palace, Las Vegas.

Oct. 17-20 — American Trucking Assns., annual convention, Hotel Bonaventure, Los Angeles.

Oct. 31-Nov. 2 — TRUCKCAN 1982, International Center, Toronto.

Nov. 8-12—SAE National Truck Meeting, Indianapolis Hilton, Indianapolis.

Nov. 30-Dec. 3 — 20th annual show, Recreation Vehicle Industry Assn., Kentucky Fair & Exposition Center, Louisville.

U. S. HEAVY DUTY REGISTRATIONS

Nine months, 1981 vs. 1980★

Based on R. L. Polk & Co. statistical report

Make	9 mos., 1981	Percent Share of '81 market	9 mos., 1980	Percent Share of '80 market	Pct. Pt. Change, '81-'80
International	30,811	25.62	27,811	18.77	+ 6.85
Ford	25,545	21.24	36,731	24.79	— 3.55
GMC	16,380	13.62	22,953	15.49	— 1.87
Mack	13,213	10.98	15,858	10.70	+ 0.28
Chevrolet	8,063	6.70	12,592	8.50	— 1.80
Kenworth	7,897	6.57	8,983	6.06	+ 0.51
Freightliner	6,569	5.46	8,415	5.68	— 0.22
Peterbilt	4,655	3.87	5,515	3.72	+ 0.15
White	1,987	1.65	3,931	2.65	— 1.00
Volvo	1,248	1.04	653	0.44	+ 0.60
Autocar	865	0.72	1,182	0.80	— 0.08
Western Star	591	0.49	832	0.56	— 0.07
Diamond Reo	75	0.06	83	0.05	+ 0.01
Misc.	2,377	1.98	2,655	1.79	+ 0.19
TOTALS	120,276	100.00	148,194	100.00	.....

★—Trucks in Groups 7 and 8 only; no registrations for Oklahoma, 1981 and 1980.

U. S. TRUCK REGISTRATIONS

Nine months, 1981 vs. 1980★

Based on R. L. Polk & Co. statistical report

Make	9 mos., 1981	Percent Share of '81 market	9 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
Ford	542,663	32.58	601,812	31.50	+ 1.08
Chevrolet	496,943	29.83	568,487	29.76	+ 0.07
Dodge	125,119	7.51	179,851	9.41	— 1.90
GMC	121,094	7.27	141,660	7.42	— 0.15
International	47,291	2.84	51,720	2.71	+ 0.13
Jeep	42,911	2.58	61,242	3.21	— 0.63
Mack	14,297	0.86	16,264	0.85	+ 0.01
Plymouth*	11,790	0.71	22,568	1.18	— 0.47
Kenworth	7,897	0.47	8,983	0.47	.....
Freightliner	6,569	0.39	8,415	0.44	— 0.05
Peterbilt	4,655	0.28	5,515	0.29	— 0.01
White	1,987	0.12	3,931	0.21	— 0.09
Volvo	1,263	0.08	555	0.03	+ 0.05
Autocar	865	0.05	1,182	0.06	— 0.01
Western Star	591	0.04	832	0.04	.....
Diamond Reo	75	.....	83	.....	.....
Misc.**	239,666	14.39	237,285	12.42	+ 1.97
TOTALS	1,665,676	100.00	1,910,485	100.00	.....

★—No registrations for Oklahoma, 1981 and 1980.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
** Miscellaneous includes Imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

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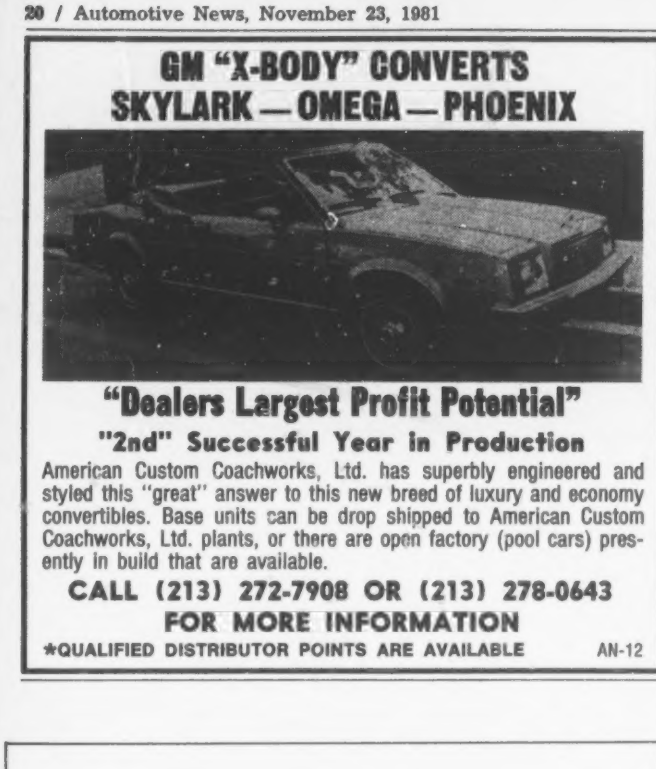
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Automotive News

'81 registrations of new trucks off 12 pct. from 1980

Continued from Page 16

cent higher than a year ago. Through September, the count was 235,011 units, compared with 232,330 in the same period in 1980.

Imported - truck registrations accounted for 15.6 percent of total light-truck tallies through September, and 27.8 percent of the Group 1 count. Group 1 registrations accounted for 55.5 percent of all light-truck tallies for the nine months.

Medium-truck registrations in the January-September period totaled 41,922 units, a decline of 13.5 percent from the year-earlier 48,466.

The biggest loser in this market segment was Group 4, where only 11 units were tallied over the nine-month span. A year ago, the total in the like period was 199 units.

In Group 5 through September, there were 1,446 registrations, a decrease of 13.4 percent from the year-earlier 1,670 tallies. The Group 6 count was down 13.2 percent, from 46,597 in 1980 to 40,465 units.

Nine-month heavy-truck tallies totaled 120,276 units, off 18.8 percent from the year-ago 148,194.

Group 7 was down 15.8 percent through September, from 60,365 last year to 50,816. The Group 8 count dipped to 69,460 units, a decline of 20.9 percent from the year-earlier 87,829 units.

HD registrations for 9 months off 18.8 pct. from '80

Continued from Page 16

in the January-September period.

Through September, there were 30,811 Groups 7 and 8 International tallies, 25.62 percent of the industry total. International's penetration was up 6.85 percentage points over last year, when it was in second place with 27,811 tallies and 18.77 percent of the industry count.

• Last year's nine-month leader—Ford—was in the No. 2 spot this year, more than 5,000 units behind International.

Ford registrations totaled 25,545 units and accounted for 21.24 percent of the total. In 1980, Ford accounted for 24.79 percent with 36,731 tallies. Its share of the industry count this year was off 3.55 percentage points from a year ago.

International had a comfortable lead in Group 8 tallies going into the final quarter. It had 16,490 Group 8 registrations, compared with No. 2 Mack's 12,995.

Ford was No. 1 in Group 7 registrations with 18,968 units, more than 4,500 ahead of second-place International, which had 14,521 Group 7 tallies.

Truck personnel

Continued from Page 16

tions vice president of Sun Electric Corp.

Steggles, who also had been with AM General Corp. and Ford Motor Co., will be responsible for all of Sun's operations outside the U. S., except Europe, according to **Keith P. Mazurek**, Sun president and former White Motor president.

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NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

NINE MONTHS, 1981 VS. 1980★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**56**	**56**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	82	82
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**865**	**865**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	1,182	1,182
BROCKWAY	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**Sept. '81**	**29,931**	**20,799**	**685**	.....	**53**	**704**	**677**	**119**	**52,948**
	Sept. '80	26,889	21,728	75	.....	89	1,206	1,014	223	51,224
	Year to date '81	**267,756**	**205,041**	**8,919**	.....	**620**	**6,544**	**7,186**	**877**	**496,943**
	Year to date '80	277,043	266,780	828	.....	1,159	10,085	10,176	2,416	568,487
(Memo Units) #	**Sept. '81**	**10,903**	**7,196**	.....	.....	.....	.....	.....	.....	**18,099**
	Sept. '80	13,571	6,280	.....	.....	.....	.....	.....	.....	19,851
	Year to date '81	**102,577**	**63,407**	.....	.....	.....	.....	.....	.....	**165,984**
	Year to date '80	126,229	77,866	.....	.....	.....	.....	.....	.....	204,095
DIAMOND REO	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**9**	**9**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	10	10
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**75**	**75**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	83	83
DODGE	**Sept. '81**	**8,149**	**5,056**	**41**	.....	.....	.....	.....	.....	**13,246**
	Sept. '80	10,400	9,040	336	.....	.....	.....	.....	.....	19,776
	Year to date '81	**71,835**	**52,903**	**378**	**3**	.....	.....	.....	.....	**125,119**
	Year to date '80	77,080	98,572	4,009	190	.....	.....	.....	.....	179,851
(Memo Units) #	**Sept. '81**	**4,109**	**3,003**	**1**	.....	.....	.....	.....	.....	**7,113**
	Sept. '80	6,967	5,468	264	.....	.....	.....	.....	.....	12,699
	Year to date '81	**42,310**	**30,426**	**25**	.....	.....	.....	.....	.....	**72,761**
	Year to date '80	51,584	62,710	1,720	.....	.....	.....	.....	.....	116,014
FORD	**Sept. '81**	**24,628**	**40,322**	.....	.....	.....	**1,561**	**2,203**	**895**	**69,609**
	Sept. '80	20,470	30,812	22	.....	.....	1,575	2,195	849	55,923
	Year to date '81	**183,426**	**322,083**	.....	.....	.....	**11,609**	**18,968**	**6,577**	**542,663**
	Year to date '80	187,909	361,063	474	.....	.....	15,635	25,543	11,188	601,812
(Memo Units) #	**Sept. '81**	**7,551**	**13,146**	.....	.....	.....	.....	.....	.....	**20,697**
	Sept. '80	8,503	9,919	.....	.....	.....	.....	.....	.....	18,422
	Year to date '81	**65,241**	**105,014**	.....	.....	.....	.....	.....	.....	**170,255**
	Year to date '80	77,667	119,287	.....	.....	.....	.....	.....	.....	196,954
FREIGHTLINER	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**761**	**761**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	799	799
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**6,569**	**6,569**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	8,415	8,415
VOLVO	**Sept. '81**	.....	.....	.....	.....	.....	.....	**106**	**49**	**155**
	Sept. '80	.....	.....	.....	.....	.....	.....	72	64	136
	Year to date '81	.....	.....	.....	.....	**2**	**13**	**679**	**569**	**1,263**
	Year to date '80	.....	.....	.....	.....	.....	2	508	145	655
GMC	**Sept. '81**	**4,552**	**5,702**	**33**	.....	**95**	**629**	**923**	**967**	**12,901**
	Sept. '80	3,963	5,931	.....	.....	45	924	978	1,300	13,141
	Year to date '81	**43,952**	**55,310**	**149**	.....	**815**	**4,488**	**8,221**	**8,159**	**121,094**
	Year to date '80	39,862	71,063	6	.....	491	7,285	10,478	12,475	141,660
(Memo Units) #	**Sept. '81**	**528**	**2,006**	.....	.....	.....	.....	.....	.....	**2,534**
	Sept. '80	633	1,596	.....	.....	.....	.....	.....	.....	2,229
	Year to date '81	**6,652**	**16,074**	.....	.....	.....	.....	.....	.....	**22,726**
	Year to date '80	7,076	19,570	.....	.....	.....	.....	.....	.....	26,646
INTERNATIONAL	**Sept. '81**	.....	**137**	.....	.....	.....	**2,643**	**1,345**	**1,984**	**6,109**
	Sept. '80	.....	1,719	.....	.....	.....	2,049	2,061	2,637	8,466
	Year to date '81	.....	**2,010**	.....	.....	.....	**14,470**	**14,321**	**16,490**	**47,291**
	Year to date '80	.....	12,992	.....	.....	.....	10,917	12,503	15,308	51,720
(Memo Units) #	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Sept. '81**	**3,131**	**1,599**	.....	.....	.....	.....	.....	.....	**4,730**
	Sept. '80	3,557	2,067	.....	.....	.....	.....	.....	.....	5,624
	Year to date '81	**27,326**	**15,585**	.....	.....	.....	.....	.....	.....	**42,911**
	Year to date '80	38,073	23,169	.....	.....	.....	.....	.....	.....	61,242
(Memo Units) #	**Sept. '81**	**3,131**	**1,163**	.....	.....	.....	.....	.....	.....	**4,294**
	Sept. '80	3,557	1,366	.....	.....	.....	.....	.....	.....	4,923
	Year to date '81	**27,326**	**11,315**	.....	.....	.....	.....	.....	.....	**38,641**
	Year to date '80	38,073	17,011	.....	.....	.....	.....	.....	.....	55,084
KENWORTH	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**810**	**810**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	741	741
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**7,897**	**7,897**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	8,983	8,983
MACK	**Sept. '81**	.....	.....	.....	.....	.....	**179**	**29**	**1,504**	**1,712**
	Sept. '80	.....	.....	.....	.....	.....	117	.....	1,538	1,655
	Year to date '81	.....	.....	.....	.....	.....	**1,084**	**218**	**12,995**	**14,297**
	Year to date '80	.....	.....	.....	.....	.....	406	.....	15,858	16,264
PETERBILT	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**535**	**535**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	541	541
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**4,655**	**4,655**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	5,515	5,515
PLYMOUTH	**Sept. '81**	**862**	**225**	.....	.....	.....	.....	.....	.....	**1,087**
	Year to date '81	1,769	667	.....	.....	.....	.....	.....	.....	2,436
	Sept. '80	**8,674**	**3,116**	.....	.....	.....	.....	.....	.....	**11,790**
	Year to date '80	15,440	7,128	.....	.....	.....	.....	.....	.....	22,568
WESTERN STAR	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**59**	**59**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	92	92
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**591**	**591**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	832	832
WHITE	**Sept. '81**	.....	.....	.....	.....	.....	.....	.....	**150**	**150**
	Sept. '80	.....	.....	.....	.....	.....	.....	.....	413	413
	Year to date '81	.....	.....	.....	.....	.....	.....	.....	**1,987**	**1,987**
	Year to date '80	.....	.....	.....	.....	.....	.....	.....	3,931	3,931
MISCELLANEOUS*	**Sept. '81**	**30,231**	**280**	.....	.....	**3**	**241**	**133**	**141**	**31,029**
	Sept. '80	28,784	1	.....	3	4	244	75	154	29,265
	Year to date '81	**231,616**	**3,397**	**2**	**8**	**9**	**2,257**	**1,223**	**1,154**	**239,666**
	Year to date '80	232,311	11	12	9	20	2,267	1,157	1,496	237,285
TOTALS	**Sept. '81**	**101,484**	**74,120**	**739**	.....	**151**	**5,957**	**5,416**	**8,039**	**195,906**
	Sept. '80	95,832	71,965	433	3	138	6,115	6,395	9,443	190,324
	Year to date '81	**834,585**	**659,445**	**9,448**	**11**	**1,446**	**40,465**	**50,816**	**69,460**	**1,665,676**
	Year to date '80	867,718	840,778	5,329	199	1,670	46,597	60,365	87,829	1,910,485

★—No Oklahoma registrations, 1981 and 1980.

★—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. ★—Miscellaneous includes Imports, Divco, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

Proxmire slaps $100 billion cost overrun

Golden Fleece 'award' to Interstate System

WASHINGTON. — Senator William Proxmire, Wisconsin Democrat, gave his "Golden Fleece" of the month for November to the "Federal Highway Administration for the worst record of civilian cost overruns in the Federal Government."

"Mismanagement, delays and confusion in the construction of our interstate highway system have caused a 267 percent, $100 billion cost overrun that dwarfs any other civil project," Proxmire said.

"While it is said that the road to hell is paved with good intentions, no one expected this to apply to the U. S. highway program."

Proxmire awards a "Golden Fleece" each month for what he considers the biggest, most ridiculous or ironic example of wasteful federal spending.

"When it comes to civilian cost overruns, the Interstate Highway System under the Federal Highway Administration stands at the top of the list — the undisputed champion of mismanagement and waste," Proxmire said. "Every other civilian project pales by comparison.

"Even the numbers involved are so staggering that they numb the mind. When Congress first approved the estimates for the Interstate Highway System in 1958, the firm, hard figures showed a cost of $37.6 billion. Now, that same program stands at $137.9 billion, an increase of $100.3 billion."

Proxmire said that the cost growth in the highway program is as big as the entire defense budget in 1977 or as large as the combined 1982 budget for the Departments of Agriculture, Education, Energy, Housing and Urban Development, Interior, Justice, State and Transportation.

He said the cost overrun cannot be blamed solely on inflation.

"Of the current $100.3 billion overrun, $55.9 billion represents inflation," Proxmire said. "Taking inflation out entirely still leaves an unbelieveable 'real' overrun of $44.4 billion or more than the project was supposed to cost in the first place."

Funding for the Interstate Highway System continues to the present day so the end of cost overrun is not yet in sight, he said.

On Oct. 3, he said, the Senate passed a Transportation Appropriations Bill which contained about $3.2 billion in funding for the system. Proxmire opposed the bill. From $35 billion to $53 billion remains to be spent on the Interstate System, he said.

"Perhaps the worst example of spending in the highway program is the 'Westway' in New York City," Proxmire said. "The final cost of this four-mile-long road will reach an incredible $1 billion per mile making it inch for inch the most expensive highway ever built by mankind any time, anywhere.

"Taxpayers will pay for 90 percent of 'Westway' including the actual construction of a tunnel along and in the Hudson River bed, creation of 234 acres of development real estate and upgrading of a parallel 6-8 lane highway next to 'Westway.'"

He called the Glenwood Canyon Project in Colorado "another example of an outrageous throw-away."

"It has been exempted from the new cost reduction program (as has Westway)," Proxmire said. "This 12.6-mile, four-lane highway is currently estimated to cost $300 million but more likely will run over $600 million during the eight-year construction period."

Volvo for Farrell

SOUTHBORO, Mass. — Farrell Motors, Inc., has been awarded a Volvo franchise. The dealership is headed by Robert P. Farrell Sr.

Officers for Illinois dealers

New officers of the 1,425-member Illinois New Car/Truck Dealers Assn. are: Robert Burrow, seated left, Barrington, chairman of the board; Les Sander, seated right, president; Jerry Higgins, standing left, Peoria, chairman-elect, and Edward Hamlin, Wood River, treasurer.

factories list auction dates

American Motors

Nov. 24—Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Nov. 25—Central States Auto Auction, Mason City, Ia.

Dec. 1 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 2 — Minneapolis Auto Auction, Minneapolis, Minn.; Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Auction, Warehouse Point, Conn.

Dec. 3 — Fredericksburg Auto Auction, Fredericksburg, Va.; Todd Auto Auction, Telford, Pa.

Dec. 4 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.; Union Pacific Railroad Auto Auction, Montebello, Calif.

Dec. 8 — Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Dec. 9 — Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Dallas, Tex.

Dec. 10—Evansville Auto Auction, Evansville, Ind.; Golden Gate Auto Auction, Fremont, Calif.

Note: Other sales may be scheduled pending availability. Please contact C. A. Miller at 1-800-521-4360 for details.

Chrysler Corp.

Nov. 24—Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Inc., Chicago, Ill.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Nov. 25 — Minneapolis Auto Auction, Minneapolis, Minn.; Evansville Auto Auction, Inc., Evansville, Ind.

Chrysler auctions include prizes and discounts

Special cash drawings and price reduction programs will be in effect at Chrysler Corp. closed auctions scheduled during the last half of November.

The "goodies" are designed to bring buyers to the sale early, to encourage them to buy cars and to offer them a chance to win some extra Thanksgiving money, according to Chrysler Corp.'s Fleet Division.

To qualify for the early-bird drawing, which has prizes worth $300, entrants must be dealers of record on the date of the sale and be in attendance and register before the sale begins.

To qualify for the price reduction program, dealers must plan to purchase a minimum of three vehicles. Then, $100 will be discounted from each sale invoice after three units are purchased.

Chrysler Corp. dealers of record are also eligible to win cash prizes totaling $1,000 in drawings made at the conclusion of the sale. Dealers must be present on this occasion and can win more than one prize. There is one prize of $500, one of $300 and one of $200.

Chrysler Corp. has scheduled 12 closed auctions in late November: Hatfield, Pa.; Pittsburgh; Los Angeles; Mason City, Ia.; Darlington, S. C.; Houston; Boston; Taylor, Mich.; Chicago; Kansas City; Minneapolis, and Evansville, Ind.

Used car sales

Auction Averages

November to date	$4,371
Month ago	$4,379
Year ago	$3,738

Model breakdown

Auction Averages

	NOVEMBER TO DATE	OCTOBER	SEPTEMBER
1981	$6,675	$7,074	$7,548
1980	5,468	5,697	5,814
1979	4,687	4,922	5,051
1978	3,848	3,731	3,963
1977	2,697	2,927	3,045
1976	2,115	2,140	2,122
1975	1,579	1,628	1,587
1974	1,174	1,258	1,180
Overall Average	$4,371	$4,364	$4,321

Tires for imports

A final finish employe at Kelly-Springfield Tire Co.'s Fayetteville (N. C.) plant checks metric-sized radials for imported automobiles. Replacement sales for imports are expected to account for about 12.4 million units in 1981.

Domestics drop 35 pct.

Canadian cars suffer worst setback of year

Sales of North American-built passenger cars in Canada declined in October, their 10th consecutive monthly dip and biggest drop of 1981 compared with year-ago levels. Truck sales suffered their ninth off-month and their worst difference with the preceding year.

Car sales dropped 35.61 percent to 46,401 from 72,066 in 1980. Ford of Canada, suffered a sharp decline, its October sales off 41.39 percent to 9,302 from 15,870 last year. General Motors of Canada reported a 38.51-percent drop, to 26,234 from 42,665.

Chrysler Canada dealers sold 8,902 new cars, down 14.92 percent from 10,463. American Motors sales of 1,328 were down 43.59 perecnt from 2,354 a year earlier, and Volvo Canada dipped 11.06 percent to 635 from 714.

GM's share of the October market dropped to 56.54 percent from 59.20 percent. Ford sales accounted for 20.05 percent, down from 22.02 percent. Chrysler expanded to 19.18 percent from 14.52 percent. American Motors was down to 2.86 percent from 3.27 percent, and Volvo was up to 1.37 percent from 0.99 percent.

Ten-month sales of North American-built passenger cars totaled 546,722, down 15.17 percent from 644,493 in 1980.

Truck sales in Canada by the major manufacturers, including captive imports, totaled 15,518 in October, down 42.74 percent from 27,103 last year.

GM truck sales were down 44.49 percent, to 7,671 from 13,818. Ford reported sales of 5,769, down 40.50 percent from 9,696. Chrysler was down 40.04 percent, to 1,806 from 3,012, and AMC Jeep sales dropped 52.86 percent, to 272 from 577 a year earlier.

Truck sales for the first 10 months of the calendar year totaled 207,475, down 18.58 percent from 254,820 in 1980.

Atlanta dealer charges Ford, Ford Credit with conspiracy

ATLANTA. — Allen-Russell Ford, Inc., and its owner and president, James H. Allen, have filed a multimillion-dollar legal action against Ford Motor Co., Ford Motor Credit Co. and a Ford Credit branch manager. The suit charges a "conspiracy" to drive the dealership out of business.

The action followed a lawsuit filed against Allen-Russell Ford in U. S. District Court in September by Ford Motor Credit Co., contending the dealership owes $1.8 million for floor planning and security agreements, plus $32,000 in accrued interest.

The defendants filed a $350 million counter-claim and two additional lawsuits, each seeking $100 million in general damages and $250 million in punitive damages.

In one of the legal actions, the dealer said Ford Motor Co., Ford Motor Credit and its branch manager, Paul Sanders, had "the intention of driving the defendant (Allen-Russell) out of business" and appropriating the Allen-Russell property. The action alleged that Sanders had "a personal vendetta" against Allen.

In the counter-claim, Allen-Russell charged that the reason the company was sued by Ford Motor Credit Co. was "for the purpose of forcing (Allen-Russell) to provide (Ford Motor Credit Co.) with releases from certain other persons and to obtain unfair advantage to allow (the credit company) to purchase real estate owned by (Allen-Russell's) shareholders at . . . unfair market price."

Allen alleged that he was "harassed and intimidated" by the defendants and was caused "mental and emotional distress."

In Dearborn, Ford Credit's legal office said, "The suits are without substance or merit and will be vigorously defended."

The Allen actions, as well as the dealership's were filed in Fulton Superior Court.

Lee property sold

WELLESLEY HILLS, Mass.—The former Lee Chevrolet property has been sold to New England Electronics Co.

Collector cars to be auctioned

ATLANTIC CITY, N. J.—The Atlantic City Collector Car Auction announced it is trying to secure private collections of cars and parts for its auction in the Atlantic City Convention Hall, Feb. 12-14, 1982.

Early and rare vehicles, celebrity-owned cars and cars with notable histories will be featured at the 500-car auction. They receive advertising and promotional efforts before and during the auction, a spokesman for the event said.

Information is available from 609-344-8613.

used-car auction directory

Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00, 26-times, $11.50, 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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FLORIDA

Imperial Auto Auction, Lakeland, Fla. Sale every Tues., 7 P.M. & Thurs., 1 P.M. (813) 688-8458, toll free, 800-237-7661.

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49-state ratings listed

EPA mileage ratings for 1982 models

Est. MPG		Engine CID	Trans.	Fuel Sys.: No. bbls. or fuel inj.
	TWO-SEATERS			
29	Ford EXP	98	M4	2
29	Mercury LN7	98	M4	2
26	Fiat X1/9	91	M5	FI
26	Ford EXP	98	A3	2
26	Mercury LN7	98	A3	2
25	Fiat Spider 2000	122	M5	FI
24	Legend (Fiat) Spider Turbo	122	M5	FI
22	Alfa Romeo Spider 2000 Veloce	120	M5	FI
22	Fiat Spider 2000	122	A3	FI
21	Mazda RX-7	70	M5	4
19	Mazda RX-7	70	A3	4
17	Mercedes-Benz 380SL	234	A4	FI
15	Chevrolet Corvette	350	A4	FI
10	Ferrari 308	179	M5	FI
	MINICOMPACT CARS			
41	Honda Civic	81	M5	3
38	Toyota Starlet	79	M5	2
36	Honda Civic	81	M4	3
35	Honda Civic	91	M5	3
32	Renault LeCar	85	M4	2
31	Honda Civic	91	A3	3
29	Honda Prelude	107	M5	3
26	Honda Prelude	107	A3	3
21	Porsche 924	121	A3	FI
20	Porsche 924	121	M5	FI
20	Porsche 924 Turbo	121	M5	FI
18	Alfa Romeo GTV 6/2.5	152	M5	FI
17	Porsche 911	183	M5	FI
17	Porsche 928	273	A3	FI
16	Porsche 928	273	M5	FI
10	Ferrari Mondial 8	179	M5	FI
	SUBCOMPACT CARS			
45	Volkswagen Rabbit Diesel	97	M4	FI
43	Volkswagen Jetta Diesel	97	M5	FI
43	Volkswagen Rabbit Diesel	97	M5	FI
42	Volkswagen Jetta Diesel	97	M4	FI
41	Isuzu I-Mark Diesel	111	M4	FI
40	Chevrolet Chevette Diesel	111	M5	FI
39	Dodge Colt	86	M4	2
39	Isuzu I-Mark Diesel	111	M5	FI
39	Mitsubishi Colt/Champ	86	M4	2
39	Plymouth Champ	86	M4	2
38	Audi 4000/Coupe Diesel	97	M5	FI
37	Volkswagen Jetta Diesel	97	A3	FI
37	Volkswagen Rabbit Diesel	97	A3	FI
36	Chevrolet Chevette Diesel	111	A3	FI
36	Datsun 210	85	M5	2
36	Toyota Corolla Tercel	89	M4	2
35	Dodge Colt	86	M4x2	2
35	Mazda GLC	91	M5	2
35	Plymouth Champ	86	M4x2	2
34	Datsun 310	91	M4	2
34	Dodge 024	105	M4	2
34	Mazda GLC	91	M4	2
34	Mitsubishi Colt/Champ	86	M4x2	2
34	Plymouth TC3/Turismo	105	M4	2
33	Datsun 310	91	M5	2
33	Isuzu I-Mark Diesel	111	A3	FI
32	Datsun 210	91	M5	2
32	Subaru	97	M4	2
32	Subaru	97	M5	2
32	Toyota Corolla Tercel	89	M5	2
32	Volkswagen Rabbit	105	M4	1
31	Datsun 210	91	A3	2
31	Datsun 210	91	M4	2
31	Dodge Colt	98	M4x2	2
31	Mitsubishi Colt/Champ	98	M4x2	2
31	Plymouth Champ	98	M4x2	2
31	Subaru	109	M5	2
30	Datsun 210	75	M4	2
30	Datsun Maxima Diesel	170	M5	FI
30	Dodge 024	105	M4	2
30	Honda Accord	107	M5	3
30	Mazda GLC	91	A3	2
30	Plymouth TC3/Turismo	105	M4	2
30	Toyota Corolla	108	M4	2
30	Volkswagen Rabbit	105	M4	FI
29	Dodge Colt	98	A3	2
29	Mitsubishi Colt/Champ	98	A3	2
29	Plymouth Champ	98	A3	2
29	Toyota Corolla Tercel	89	A3	2
28	AMC Spirit	151	M4	2
28	Audi 4000 Coupe	105	M5	FI
28	Datsun Maxima Diesel	170	A3	FI
28	Toyota Corolla	108	A4	2
28	Toyota Corolla	108	M5	2
28	Volkswagen Jetta	105	M5	FI
28	Volkswagen Scirocco	105	M5	FI
27	BMW 320i	108	A3	FI
27	Isuzu I-Mark	111	M5	2
27	Mazda 626	120	M5	2
27	Subaru	109	A3	2
27	Subaru 4WD	109	M4	2
27	Subaru 4WD	109	M4	1
27	Toyota Corolla	108	A3	2
27	Volkswagen Rabbit	105	M5	FI
26	Datsun 200-SX	133	M5	FI
26	Dodge 024	135	M4	2
26	Dodge 024	105	A3	2
26	Honda Accord	107	A3	3
26	Isuzu I-Mark	111	A3	2
26	Mazda 626	120	A3	2
26	Plymouth TC3/Turismo	135	M4	2
26	Plymouth TC3/Turismo	105	A3	2
25	AMC Spirit	151	M4	2
25	AMC Spirit	151	M5	2
25	BMW 320i	108	M5	FI
25	Datsun 200-SX	133	A3	FI
25	Dodge 024	135	A3	2
25	Plymouth TC3/Turismo	135	A3	2
25	Volkswagen Rabbit	105	A3	FI
24	Audi 4000 Coupe	105	A3	FI
24	Audi 4000 Coupe	131	M5	FI
23	Chevrolet Camaro	151	A3	FI
24	Dodge Challenger	156	M5	2
24	Fiat Brava	122	A3	FI
24	Fiat Brava	122	M5	FI
24	Mitsubishi Challenger/ Sapporo	153	M5	2
24	Plymouth Sapporo	156	M5	2
24	Pontiac Firebird	151	M4	FI
24	Toyota Celica	144	A4	2
24	Toyota Celica	144	M5	2
24	Toyota Corona	144	A4	2
24	Toyota Corona	144	M5	2
24	Volkswagen Jetta	105	A3	FI
24	Volkswagen Scirocco	105	A3	FI
23	AMC Spirit	151	A3	2
23	Chevrolet Camaro	151	A3	FI
23	Dodge Challenger	156	A3	2
23	Mitsubishi Challenger/ Sapporo	156	A3	2
23	Plymouth Sapporo	156	A3	2
23	Pontiac Firebird	151	A3	FI
22	AMC Spirit	258	M5	2
22	Datsun Maxima	146	M5	FI
22	Ford Mustang	140	M4	2
22	Mercury Capri	140	M4	2
22	Toyota Cressida	168	A4	FI
21	AMC Spirit	258	M5	2
21	AMC Spirit	258	A3	2
21	AMC Spirit	258	M4	2
21	Datsun Maxima	146	A3	FI
21	Ford Mustang	140	M5	2
21	Ford Mustang	140	A3	2
21	Mercury Capri	140	A3	2
21	Mercury Capri	140	M5	2
21	Toyota Celica Supra	168	A4	FI
21	Toyota Celica Supra	168	M5	FI
20	Audi 4000 Coupe	131	A3	FI
20	Ford Mustang	200	A3	1
20	Lancia Beta/Zagato	122	A3	FI
20	Mercury Capri	200	A3	1
19	BMW 633 CSI	196	M5	FI
19	Ford Mustang	255	A3	2
19	Lancia Beta/Zagato	122	M5	FI
19	Mercury Capri	255	A3	2
18	BMW 633 CSI	196	A3	FI
17	Chevrolet Camaro	305	A3	4
17	Jaguar XJ	258	A3	FI
17	Pontiac Firebird	305	A3	4
10	Aston Martin Saloon/ Vantage/Volante	326	A3	8
9	Aston Martin Saloon/ Vantage/Volante	326	M5	8
9	Rolls-Royce Corniche	412	A3	FI
	COMPACT CARS			
32	Nissan Stanza	120	M5	2
31	Ford Escort	98	M4	2
31	Mercury Lynx	98	M4	2
30	Chevrolet Cavalier	112	M4	2
30	Dodge Omni	105	M4	2
30	Plymouth Horizon	105	M4	2
30	Pontiac J2000	112	M4	2
29	Ford Escort	98	A3	2
29	Mercury Lynx	98	A3	2
29	Volvo Diesel Sedan	145	M4(OD)	FI
28	Fiat Strada	91	M5	FI
28	Mercedes-Benz 240D/ 300D/300CD	147	M4	FI
28	Peugeot 505 Diesel	141	M4	FI
28	Volkswagen Quantum	105	M5	FI
27	Dodge Omni	135	M4	2
27	Mercedes-Benz 240D/300D/ 300CD Turbo Diesel	183	A4	FI
27	Mercedes-Benz 300SD Turbo Diesel	183	A4	FI
27	Peugeot 505 Turbo Diesel	141	M5	FI
27	Peugeot 505 Diesel	141	A3	FI
27	Peugeot 604 Turbo Diesel	141	M5	FI
27	Plymouth Horizon	135	M4	2
26	Buick Skylark	151	M4	FI
26	Cadillac Cimarron	112	M4	2
26	Dodge Omni	105	A3	2
26	Fiat Strada	91	A3	FI
26	Oldsmobile Omega	151	M4	FI
26	Peugeot 505 Turbo Diesel	141	A3	FI
26	Plymouth Horizon	105	A3	2
26	Volvo Diesel Sedan	145	A3	FI
25	AMC Concord	151	M5	2
25	Buick Skylark	151	A3	FI
25	Cadillac Cimarron	112	A3	2
25	Chevrolet Cavalier	112	A3	2
25	Dodge Omni	135	A3	2
25	Oldsmobile Omega	151	A3	FI
25	Plymouth Horizon	135	A3	2
25	Pontiac J2000	112	A3	2
25	Volvo Sedan (EFI)	130	M4(OD)	FI
24	AMC Concord	151	M4	2
24	Mercedes-Benz 240D/ 300D/300CD	147	A4	FI
23	AMC Concord	151	A3	2
23	Peugeot 604 Turbo Diesel	141	A3	FI
23	Volkswagen Quantum	105	A3	FI
23	Volvo Sedan (MFI)	130	A4	FI
23	Volvo Sedan (EFI)	130	A4	FI
22	Audi 5000	131	M5	FI
22	Buick Skylark	173	A3	2
22	Oldsmobile Omega	173	A3	2
22	Peugeot 505	120	M5	FI
22	Peugeot 505	120	A3	FI
22	Volvo Sedan (MFI)	130	M4(OD)	FI
21	AMC Concord	258	M5	2
21	AMC Concord	258	M4	2
21	AMC Concord	258	A3	2
21	Saab 900	121	M5	FI
21	Saab 900	121	A3	FI
20	AMC Concord	258	A3	2
20	Saab 900 Turbo	121	A3	FI
20	Saab 900 Turbo	121	M5	FI
20	Volvo Turbo Sedan	130	A4	FI
19	Audi 5000	131	A3	FI
19	BMW 733i	196	M5	FI
19	Saab 900 Turbo	121	M5	FI
19	Volvo Turbo Sedan	130	M4(OD)	FI
18	Audi 5000 Turbo	131	A3	FI
18	BMW 733i	196	A3	FI
17	Mercedes-Benz 380-SEC	234	A4	FI
17	Volvo Sedan	174	A3	FI
9	Rolls-Royce Camargue	412	A3	FI
	MID-SIZE CARS			
27	Chevrolet Citation	151	M4	FI
27	Pontiac Phoenix	151	M4	FI
26	Chrysler-LeBaron	135	M4	2
26	Dodge Aries	135	M4	2
26	Dodge 400	135	M4	2
26	Plymouth Reliant	135	M4	2
26	Pontiac 6000	151	A3	FI
25	Buick Century	151	A3	FI
25	Buick Regal Diesel	263	A3	FI
25	Chevrolet Celebrity	151	A3	FI
25	Chevrolet Citation	151	A3	FI
25	Chevrolet Malibu Diesel	263	A3	FI
25	Chevrolet Monte Carlo Diesel	263	A3	FI
25	Chrysler LeBaron	135	A3	2
25	Dodge Aries	135	A3	2
25	Dodge 400	135	A3	2
25	Oldsmobile Cutlass Ciera	151	A3	FI
25	Oldsmobile Cutlass Supreme Diesel	263	A3	FI
25	Plymouth Reliant	135	A3	2
25	Pontiac Phoenix	151	A3	FI
23	Buick Regal Diesel	350	A3	FI
23	Chevrolet Malibu Diesel	350	A3	FI
23	Chevrolet Monte Carlo Diesel	350	A3	FI
23	Chrysler LeBaron	156	A3	2
23	Dodge Aries	156	A3	2
23	Dodge 400	156	A3	2
23	Oldsmobile Cutlass Supreme Diesel	350	A3	FI
23	Plymouth Reliant	156	A3	2
23	Pontiac Bonneville Diesel	350	A3	FI
23	Pontiac Grand Prix Diesel	350	A3	FI
22	Chevrolet Celebrity	173	A3	2
22	Chevrolet Citation	173	A3	2
22	Ford Fairmont Futura	140	M4	2
22	Ford Granada	140	M4	2
22	Lincoln-Mercury Zephyr	140	M4	2
22	Pontiac Phoenix	173	A3	2
22	Pontiac 6000	173	A3	2
21	Buick Regal	231	A3	2
21	Chevrolet Malibu	229	A3	2
21	Chevrolet Monte Carlo	229	A3	2
21	Ford Fairmont Futura	140	A3	2
21	Ford Granada	140	A3	2
21	Mercury Zephyr	140	A3	2
21	Oldsmobile Cutlass Supreme	231	A3	2
21	Oldsmobile Toronado Diesel	350	A4	FI
21	Pontiac Bonneville	231	A3	2
21	Pontiac Grand Prix	231	A3	2
20	Buick Riviera Diesel	350	A4	FI
20	Cadillac Eldorado Diesel	350	A4	FI
20	Cadillac Seville Diesel	350	A4	FI
20	Ford Fairmont Futura	200	A3	1
20	Mercury Zephyr	200	A3	1
19	Buick Regal	252	A3	4
19	Ford Fairmont Futura	255	A3	2
19	Ford Granada	200	A3	1
19	Ford Granada	231	A3	2
19	Ford Thunderbird	231	A4	2
19	Mercury Cougar	200	A3	1
19	Mercury Cougar	231	A3	2
19	Mercury XR-7	231	A4	2
19	Mercury Zephyr	255	A3	2
9	Oldsmobile Cutlass Supreme	260	A3	2
19	Pontiac Bonneville	252	A3	4
19	Pontiac Grand Prix	252	A3	4
18	Buick Regal Turbo	231	A3	4
18	Chevrolet Malibu	267	A3	2
18	Chevrolet Monte Carlo	267	A3	2
18	Chrysler Cordoba	225	A3	1
18	Chrysler New Yorker	225	A3	1
18	Dodge Diplomat	225	A3	1
18	Dodge Mirada	225	A3	1
18	Ford Thunderbird	255	A4	2
18	Lincoln Continental	231	A4	2
18	Mercury XR-7	255	A4	2
18	Plymouth Gran Fury	225	A3	1
17	Buick Riviera	252	A4	4
17	Cadillac Eldorado	249	A4	FI
17	Cadillac Eldorado	252	A4	4
17	Cadillac Seville	249	A4	FI
17	Cadillac Seville	252	A4	4
17	Chrysler Cordoba	318	A3	2
17	Chrysler New Yorker	318	A3	2
17	Dodge Diplomat	318	A3	2
17	Dodge Mirada	318	A3	2
17	Lincoln Continental	302	A4	2
17	Mercedes-Benz 380-SEL	234	A4	FI
17	Oldsmobile Toronado	252	A4	4
17	Plymouth Gran Fury	318	A3	2
16	Buick Riviera	307	A4	4
16	Imperial	318	A3	FI
16	Oldsmobile Toronado	307	A4	4
10	Rolls-Royce Silver Spirit/ Silver Spur/Mulsanne	412	A3	FI
8	Maserati Quattroporte	301	A3	8
	LARGE CARS			
23	Oldsmobile Delta 88 Diesel	350	A3	FI
22	Buick Electra Diesel	350	A3	FI
22	Buick LeSabre Diesel	350	A3	FI
22	Cadillac deVille/ Brougham Diesel	350	A3	FI
22	Chevrolet Impala/ Caprice Diesel	350	A3	FI
22	Oldsmobile 98 Diesel	350	A3	FI
19	Buick LeSabre	231	A3	2
19	Chevrolet Impala/Caprice	229	A3	2
19	Oldsmobile Delta 88	231	A3	2
18	Buick Electra	252	A4	4
18	Buick LeSabre	252	A3	4
18	Buick LeSabre	252	A4	4
18	Cadillac deVille/ Brougham	252	A4	4
18	Chevrolet Impala/Caprice	267	A4	2
18	Ford LTD	255	A4	2
18	Mercury Marquis	255	A4	2
18	Oldsmobile 98	252	A4	4
17	Buick LeSabre	307	A4	4
17	Buick LeSabre	307	A3	4
17	Cadillac deVille/ Brougham	249	A4	FI
17	Chevrolet Impala/Caprice	267	A3	2
17	Chevrolet Impala/Caprice	305	A4	4
17	Ford LTD	302	A4	2
17	Lincoln Mark VI	302	A4	FI
17	Mercury Marquis	302	A4	2
17	Lincoln Town Car	302	A4	FI
17	Oldsmobile Delta 88	307	A3	4
17	Oldsmobile Delta 88	260	A3	2
17	Oldsmobile Delta 88	307	A4	4
17	Oldsmobile 98	307	A4	4
16	Buick Electra	307	A4	4
10	Cadillac Limousine (V-8-6-4)	368	A3	FI
	SMALL STATION WAGONS			
35	Honda Civic	91	M5	3
31	Datsun 210	91	M4	2
31	Datsun 210	91	M5	2
31	Honda Civic	91	A3	3
31	Mazda GLC	91	M5	2
31	Subaru	109	M5	2
30	Datsun 210	91	A3	2
30	Datsun Maxima Diesel	170	M5	FI
30	Mazda GLC	91	M4	2
29	Ford Escort	98	A3	2
29	Mercury Lynx	98	A3	2
28	Datsun Maxima Diesel	170	A3	FI
28	Ford Escort	98	M4	2
28	Mercury Lynx	98	M4	2
28	Mazda GLC	91	A3	2
28	Toyota Corolla	108	M5	2
28	Volkswagen Quantum	105	M5	FI
27	Subaru	109	A3	2
27	Subaru	109	M4	2
27	Toyota Corolla	108	A3	2
26	Chevrolet Cavalier	112	M4	2
28	Pontiac J2000	112	M4	2
26	Subaru 4WD Wagon	109	M4	1
25	AMC Concord	151	M5	2
25	Chevrolet Cavalier	112	A3	2
25	Pontiac J2000	112	A3	2
25	Subaru 4WD Wagon	109	M4	2
24	AMC Concord	151	M4	2
24	Toyota Corona	144	A4	2
24	Toyota Corona	144	M5	2
23	AMC Concord	151	A3	2
23	Volkswagen Quantum	105	A3	FI
22	Datsun Maxima	146	M5	FI
22	Toyota Cressida	168	A4	FI
21	AMC Concord	258	M5	2
21	AMC Concord	258	M4	2
20	AMC Concord	258	A3	2
20	Datsun Maxima	146	A3	FI
20	AMC Concord	258	A3	2
	STANDARD PICKUP TRUCKS			
24	Toyota 3/4 Ton	144	M5	2
24	Toyota 3/4 Ton	144	M4	2
23	Chevrolet C10 Diesel	379	M4	FI
23	Chevrolet C20 Diesel	379	M4	FI
23	GMC C15 Diesel	379	M4	FI
23	GMC C25 Diesel	379	M4	FI
22	Chevrolet C10	250	M4	2
22	Chevrolet K10 Diesel	379	M4	FI
22	Ford F100/F150	300	M4	1
22	GMC C15	250	M4	2
22	GMC K15 Diesel	379	M4	FI
21	Chevrolet C10 Diesel	379	A4	FI
21	Chevrolet C20 Diesel	379	A4	FI
21	Dodge D150	225	M4	2
21	Ford F100/F150 P/U	300	M3	1
21	GMC C15 Diesel	379	A4	FI
21	GMC C25 Diesel	379	A4	FI
21	Toyota 4WD	144	M5	2
20	Chevrolet C10	305	M4	4
20	Chevrolet K10 Diesel	379	A4	FI
20	Chevrolet K20 Diesel	379	M4	FI
20	Chevrolet K20 Diesel	379	A4	FI
20	Ford F100/F150	232	M3	2
20	Ford F100/F150	300	M4	1
20	GMC C15	305	M4	4
20	GMC K15 Diesel	379	A4	FI
20	GMC K25 4WD Diesel	379	M4	FI
20	GMC K25 4WD Diesel	379	A4	FI
20	Toyota 4WD	144	M4	2
19	Chevrolet C10	250	M3/M4C	2
19	Chevrolet El Camino	229	A3	2
19	Dodge D150	225	M4	1
19	Ford F100/F150	232	M4	2
19	Ford F100/F150	300	M3/M4C	1
19	Ford F250	300	M3/M4C	1
19	GMC Caballero	229	A3	2
19	GMC C15 P/U	250	M3/M4C	2
19	Plymouth Fargo D150	225	M4	1
18	Chevrolet C10	305	M3/M4C	4
18	Chevrolet C10	250	A3	2
18	Dodge D150	225	A3	1
18	Dodge D250	225	A3	1
18	Ford F100/F150	232	A3	2
18	Ford F150 4WD	300	M4C	1
18	Ford F150 4WD	300	M4	1
18	GMC C15	305	M3/M4C	4
18	GMC C15	250	A3	2
18	Jeep J10	258	A3	2
18	Jeep J10	258	A3	2
18	Plymouth Fargo D150	225	A3	1
18	Plymouth Fargo D250	225	A3	1
17	Chevrolet C10	305	A4	4
17	Chevrolet C20	250	M4C	2
17	Chevrolet C20	250	A4	2
17	Chevrolet C20	305	M4C	4
17	Chevrolet El Camino	305	A3	4
17	Chevrolet El Camino	267	A3	2
17	Chevrolet K10 4WD	305	M4C	4
17	Chevrolet K10 4WD	250	M4C	2
17	Chevrolet K10 4WD	250	A4	2
17	Dodge D150	225	M4C	1
17	Dodge D150	318	M4	2
17	Dodge D250	225	M4C	1
17	Dodge W150	225	M4C	1
17	Ford F100/F150	255	M3	2
17	Ford F100/F150	300	A3	1
17	Ford F100/F150	255	M4	2
17	Ford F250	300	A3	1
17	GMC Caballero	305	A3	4
17	GMC Caballero	267	A3	2
17	GMC C15	305	A4	4
17	GMC C25	305	M4C	4
17	GMC C25	250	M4C	2
17	GMC C25	250	A4	2
17	GMC K15 4WD	305	M4C	4
17	GMC K15 4WD	250	M4C	2
17	GMC K15 4WD	250	A4	2
17	Jeep J10	258	M5	2
17	Plymouth Fargo D150	318	M4	2
17	Plymouth Fargo D150	225	M4C	1
17	Plymouth Fargo D250	225	M4C	1
17	Plymouth Fargo W150 4WD	225	M4C	1
16	Chevrolet C10	305	A3	4
16	Chevrolet C20	305	A4	4
16	Chevrolet K10	305	A4	4
16	Dodge D150	318	A3	2
16	Dodge D150	318	M4C	2
16	Dodge W150 4WD	225	A3	1
16	Ford F100/F150	302	A4	2
16	Ford F100/F150	255	A3	2
16	Ford F100/F150	302	M4	2
16	Ford F100/F150	302	M3	2
16	GMC C15	305	A3	4
16	GMC C25	305	A4	4
16	GMC K15 4WD	305	A4	4
16	Plymouth Fargo D150	318	A3	2
16	Plymouth Fargo D150	318	M4C	2
16	Plymouth Fargo W150	225	A3	1
15	Dodge D250	318	A3	2
15	Dodge W150	318	A3	2
15	Dodge W250	318	A3	2
15	Ford F100/F150	302	A3	2
15	Ford F150 4WD	302	M4C	2
15	Ford F150 4WD	302	M4	2
15	Ford F250	302	A4	2
15	Ford F250	302	M3/M4C	2
15	Ford F250 4WD	300	M4C	1
15	Plymouth Fargo D250	318	A3	2
15	Plymouth Fargo W150 4WD	318	A3	2
15	Plymouth Fargo W250 4WD	318	A3	2
14	Chevrolet K20 4WD	350	A4	4
14	Dodge D150	318	A3	4
14	Dodge D250	318	M4C	2
14	Dodge W150 4WD	318	M4C	2
14	Dodge W250 4WD	318	M4C	2
14	Ford F150 4WD	302	A3	2
14	Ford F250	302	A3	2
14	Ford F250	302	M4	2
14	Ford F250 4WD	302	M4C	2
14	GMC K25 4WD	350	A4	4
14	Plymouth Fargo D150	318	A3	4
14	Plymouth Fargo D250	318	M4C	2
14	Plymouth Fargo W150 4WD	318	M4C	2
14	Plymouth Fargo W250 4WD	318	M4C	2
13	Chevrolet K20 4WD	350	M4C	4
13	Dodge D150	318	M4C	4
13	Dodge W150 4WD	318	A3	4
13	Ford F100/F150	5.8L	A3	2
13	Ford F250 4WD	351	M4C	2
13	Ford F250 4WD	302	A3	2
13	GMC K25 4WD	350	M4C	4
13	Jeep J10	360	A3	2
13	Jeep J10	360	M4	2
13	Jeep J20	360	A3	2
13	Jeep J20	360	M4C	2
13	Plymouth Fargo D150	318	M4C	4
13	Plymouth Fargo W150	318	A3	4
12	Dodge D250	318	M4C	4
12	Dodge D250	318	A3	4
12	Dodge W150 4WD	318	M4C	4
12	Dodge W250 4WD	318	M4C	4
12	Dodge W250 4WD	318	A3	4
12	Ford F150 4WD	5.8L	A3	2
12	Ford F250 2WD	351	A3	2
12	Ford F250 4WD	5.8L	A3	2
12	Plymouth Fargo D250	318	M4C	4
12	Plymouth Fargo D250	318	A3	4

Few surprises in products, lines from EPA list

DETROIT.—Looking for new-product spy stories in this year's EPA mileage ratings can prove disappointing.

Take the Legend Spider Turbo—a two seater with a two-liter engine from an apparently new company.

Turns out Legend Industries, which fits a turbocharger to Fiat Spiders, gets its name on the government list because it is officially the final manufacturer of the same car which has been distributed by Fiat here since mid-1981.

Then there is Mitsubishi, which certified under its own name the same vehicles it builds for Chrysler Corp. Could the Japanese maker be planning to market U. S. vehicles under its own name in 1982, one year year ahead of schedule?

No, said representatives of MMC Services, the company's Michigan affiliate. The light trucks and subcompacts are simply headed for Puerto Rico and must meet EPA rules.

Neither is Suzuki—or its new partner General Motors—planning to market its light four-wheel-drive vehicles in the continental U. S.

The SJ410 will continue to be sold

As Korean car maker prepares for new FWD car

Mitsubishi to buy stake in Hyundai

TOKYO.—In what would become the first case of a Japanese auto maker investing capital in a South Korean auto firm, Mitsubishi Motor Corp. has decided to take a stake of about 10 percent in Hyundai Motor Co.

Mitsubishi already licenses Hyundai to make its Saturn engine.

A recently signed technical assistance agreement calls for Mitsubishi to supply Korea's largest auto maker with technology on engines, transaxles, chassis parts and emission controls.

Mitsubishi also will be a consultant for construction of a $550 million plant which could build up to 300,000 vehicles a year. It will be built adjacent to Hyundai's current plant in Ulsan.

The cars built there will be small, front-wheel-drive autos, powered by 1.2 or 1.4-liter gasoline engines designed by Mitsubishi. Hyandai plans to export about half of production.

• With the new plant, Hyundai would have a total annual capacity of about 440,000 vehicles. Worldwide recession and high fuel prices meant Hyundai built only 65,000 vehicles in 1980, in a plant with capacity for 140,000.

Hyundai has targeted Britain to be its major export market for 1982. It expects to sell about 5,000 of its small, rear-drive Pony models there in 1982. The London-based Financial Times reported that figure could rise to 12,000 Pony sales by 1985.

Right now, Taiwan is Hyundai's top export market, with 3,500 sales in 1980, the Times said.

The agreement is expected to strengthen Hyundai's hand following the government-ordered reorganization of the Korean auto industry.

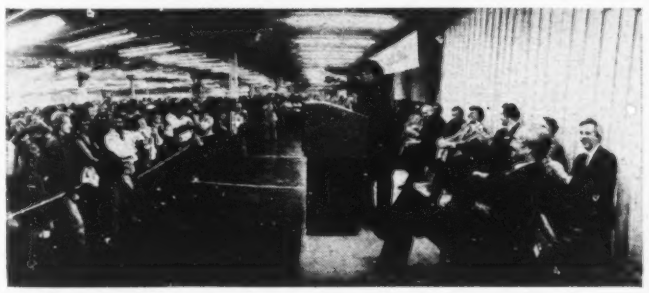
It left only Hyundai and Seahan Motor Co. producing cars. Seahan, in which General Motors has a stake, assembles kits from GM and its affiliates and is expected to offer the forthcoming minicar, GM's S-body.

Word from Mitsubishi is that Hyundai invited the Japanese maker to make the capital investment. Mitsubishi said it plans to do so "in the near future"—believed to be in six to 12 months.

The investment would be made by Mitsubishi Motor Corp. —in which Chrysler owns a 15-percent stake — and its sister trading company, Mitsubishi Corp.

Despite its now-indirect link to Chrysler, Hyundai assembles Ford kits — the Ford Cortina supplied by Ford's Japanese affiliate, Toyo Kogyo, and a few European Granadas.

Hyundai also is negotiating with North American Classics Corp., principally owned by a group of U. S. Ford dealers. If that deal pans out, the Korean firm would build fiberglass replicas of 1957 Thunderbirds for sale in the U. S.



Chrysler crews hear Pearl's wisdom

Pearl Bailey, at podium, praises workers at Chrysler Jefferson plant for "a job well done" on K-cars. Among Chrysler executives on hand for the entertainer's plant visit were Chairman Lee Iacocca, right foreground, and, seated behind him, Hal Sperlich, president, North American Automotive Operations.

GM maps 'Road to Survival'

Continued from Page 1

ployes can cause serious harm to corporate credibility."

It also suggests that management be open about the company's situations, both bad and good, telling workers what's happening before they hear it from other sources. The program also encourages management to be sure union representatives are involved in every step.

But the UAW sees the program as an attempt by GM to bring its view of collective bargaining "into the workplace and to spoon-feed it to a captive audience."

The strategy behind the "Road to Survival" program is not new. GM has been sending films on the state of the business out to its employes for the past six years. This time, however, they are geared toward telling employes sacrifices must be made.

EPA mileage ratings

Continued from Page 36

Est. MPG		Engine CID	Trans.	Fuel Sys.: No. bbls. or fuel Injec.
12	Plymouth Fargo W150	318	M4C	4
12	Plymouth Farbo W250	318	M4C	4
12	Plymouth Fargo W250	318	A3	4
	VANS			
29	VW Vanagon Diesel	97	M4	FI
19	Chevrolet G10/G20	250	M3	2
19	Dodge B150/B250	225	M4	1
19	Dodge B150/250 Wgn.	225	M4	1
19	GMC G15/G25	250	M3	2
19	Plymouth B150/B250	225	M4	1
19	Plymouth PB150/250 Voyager	225	M4	1
18	Chevrolet G10/G20	305	M3	4
18	Chevrolet G10/G20	250	A3	2
18	Dodge B150/B250	225	A3	1
18	Dodge B150/250 Wgn.	225	A3	1
18	Ford E100/150 (Cargo)	300	M4	1
18	Ford E100/150 (Cargo)	300	M3	1
18	Ford E250 (Cargo)	300	M3	1
18	GMC G15/G25	305	M3	4
18	GMC G15/G25	250	A3	2
18	Plymouth B150/B250	225	A3	1
18	Plymouth PR150/250 Voyager	225	A3	1
17	Chevrolet G10/G20 Sport Van	250	M3	2
17	Chevrolet G30	250	M3	2
17	Ford E100/150 (pass'ngr)	300	M3	1
17	GMC G15/G25 Sport-Van	250	M3	2
17	GMC G35	250	M3	2
17	VW Vanagon	120	M4	FI
16	Chevrolet G10/G20 Sport Van	250	A3	2
16	Chevrolet G10/G20 Sport Van	305	A3	4
16	Chevrolet G10/G20	305	A3	4
16	Chevrolet G10/G20	305	A3	4
16	Chevrolet G30	250	A3	2
16	Dodge B150/B250	318	A3	2
16	Dodge B150/B250	318	M4	2
16	Ford E100/150 (pass'ngr)	300	M4	1
16	Ford E100/150 (Cargo)	300	A3	1
16	GMC G15/G25 Sport Van	250	A3	2
16	GMC G15/G25	305	A3	4
16	GMC G15/G25	305	A3	4
16	GMC G35	250	A3	2
16	Plymouth B150/B250	318	A3	2
16	Plymouth B150/B250	318	M4	2
16	VW Vanagon	120	A3	FI
15	Chevrolet G10/G20 Sport Van	350	M3	4
15	Chevrolet G10/G20 Sport Van	305	A3	4
15	Dodge B150/250 Wagon	318	M4	2
15	Dodge B150/250 Wagon	318	A3	2
15	Dodge B350	318	A3	2
15	Ford E100/150 (Pass'ngr)	300	A3	1
15	Ford E100/150 (Cargo)	302	M3	2
15	Ford E250 (Cargo)	300	A3	1
15	GMC G15/G25 Sport Van	350	M3	4
15	GMC G15/G25 Sport Van	305	A3	4
15	Plymouth B350	318	A3	2
15	Plymouth PB150/250 Voyager	318	A3	2
15	Plymouth PB150/250 Voyager	318	M4	2
14	Dodge B150/B250	318	A3	4
14	Dodge B350 Wagon	318	A3	2
14	Ford E100/150 (pass'ngr)	302	M3	2
14	Ford E100/150 (pass'ngr)	302	A3	2
14	Ford E100/150 (pass'ngr)	302	M4	2
14	Ford E100/150 (Cargo)	302	A3	2
14	Ford E100/150 (Cargo)	302	M4	2
14	Ford E250 (Cargo)	302	A3	2
14	Plymouth B150/B250	318	A3	4
14	Plymouth PB350 Voyager	318	A3	2
13	Chevrolet G10/G20 Sport Van	350	A3	4
13	Dodge B150/250 Wagon	318	A3	4
13	Dodge B350 Wagon	318	A3	4
13	Ford E100/150 (Cargo)	351	A3	2
13	GMC G15/G25 Sport Van	350	A3	4
13	Plymouth PB150/250 Voyager	318	A3	4
13	Plymouth PB350 Voyager	318	A3	4
27	Subaru Brat	109	M4	2
27	Subaru Brat	109	M4	1
24	Suzuki SJ410 4WD	59	M4	1
23	AM General DJ P.O. veh.	151	A3	2
23	AMC Eagle	151	M5	2
23	AMC Eagle	151	M4	2
23	AMC Kammback, SX/4	151	M4	2
23	AMC Kammback, SX/4	151	M5	2
23	Jeep CJ-5/CJ-7	151	M5	2
23	Suzuki SJ410 4WD	59	M4	1
22	Jeep CJ-5/CJ-7	151	M4	2
20	AMC Eagle	258	M5	2
20	AMC Kammback, SX/4	151	A3	2
20	AMC Kammback, SX/4	258	M5	2
20	AMC Kammback, SX/4	258	A3	2
20	Chevrolet C10 Suburban Diesel	379	A4	FI
20	Chevrolet K10 Blazer Diesel	379	A4	FI
20	GMC C15 Suburban Diesel	379	A4	FI
20	GMC K15 Jimmy Diesel	379	A4	FI
19	AMC Eagle	258	A3	2
19	AMC Eagle	258	M4	2
19	AMC Eagle: KMBK, SX/4	258	M4	2
18	Chevrolet C10 Blazer 2WD	250	A3	2
18	Chevrolet K10 Suburban Diesel	379	A4	FI
18	GMC C15 Jimmy	250	A3	2
18	GMC K15 Suburban Diesel	379	A4	FI
18	Jeep Cherokee/Wagoneer	258	M4	2
18	Jeep Cherokee/Wagoneer	258	A3	2
18	Jeep CJ-5/CJ-7	258	M5	2
18	Toyota Cab Chassis	144	M4	2
17	Chevrolet K10 Blazer	250	M4C	2
17	Datsun Cab Chassis	133	M4	2
17	Ford Bronco	300	M4	1
17	GMC K15 Jimmy	250	M4C	2
17	Jeep Cherokee/Wagoneer	258	M5	2
17	Jeep CJ-5/CJ-7	258	A3	2
17	Jeep CJ-5/CJ-7	258	M4	2
16	Chevrolet C10 Blazer	305	A4	4
16	Chevrolet K10 Blazer	305	M4C	4
16	Chevrolet K10 Blazer	250	A4	2
16	Ford Courier Cab Chassis	140	M4	2
16	GMC C15 Jimmy	305	A4	4
16	GMC K15 Jimmy	250	A4	2
16	GMC K15 Jimmy	305	M4C	4
15	Chevrolet C10 Suburban	305	A4	4
15	Chevrolet K10 Blazer	305	A4	4
15	Dodge AD150 Ramcharger	318	A3	2
15	Dodge AW150 Ramchrgr	318	A3	2
15	Ford Bronco	302	M4C	2
15	Ford Bronco	300	M4C	1
15	GMC C15 Suburban	305	A4	4
15	GMC K15 Jimmy	305	A4	4
14	Chevrolet C10 Suburban	350	A4	4
14	Dodge AW150 Ramcharger	318	M4C	2
14	Ford Bronco	302	A3	2
14	Ford Bronco	302	M4	2
14	Ford F250 Cab Chassis	302	A3	2
14	GMC C15 Suburban	350	A4	4
13	Chevrolet K10 Suburban	350	M4C	4
13	Chevrolet K10 Suburban	350	A4	4
13	Ford F250 Cab Chassis	302	M4C	2
13	GMC K15 Suburban	350	M4C	4
13	GMC K15 Suburban	350	A4	4
13	Jeep Cherokee/Wagoneer	360	A3	2
13	Jeep Cherokee/Wagoneer	360	M4	2
13	Toyota Land Cruiser 4WD	258	M4	2
12	Dodge AW150 Ram Chrgr	318	A3	4
12	Dodge AW150 Ramchrgr	318	M4C	4
12	Ford Bronco	5.8L	A3	2
12	Toyota Land Cruiser Wgn.	258	M4	2
11	Dodge D250 Cab Chassis	318	A3	4
11	Hess & Eisenhardt Funeral Coach	366	A3	4
11	Plymouth Fargo D250 Cab Chassis	318	A3	4
11	Superior Coach Funeral Coach	366	A3	4

Couple buys 48th car from Shively C-P

CHAMBERSBURG, Pa. — Mr. and Mrs. David H. Lehman have purchased their 48th car from Shively Motors Inc (Chrysler-Plymouth). Their latest purchase was a Plymouth Reliant.

Dealer fails in attempt to block L-M outlet

LITCHFIELD, Conn. — The Ford Dealer Policy Board has rejected a dealer's appeal to block the appointment of a Lincoln-Mercury point near the dealership.

The dealer, McLaughlin Ford-Mercury, of Litchfield, brought suit against Ford Motor Co. in an attempt to stop the appointment of Greentree Toyota as a Lincoln-Mercury dealer in Brookfield, Conn. McLaughlin maintained that granting the franchise would violate the dealer franchise agreement which specifies that a minimum of 10 miles between points is required. In this case, it would be 7.5 miles.

A state court issued a temporary injunction against Ford and ordered a hearing before the Dealer Policy Board. The state court stressed it would not decide on business policy of Ford Motor Co.

Working under the court order, the Dealer Policy Board decided that Ford Motor Co. is entitled to representation in the area and that "the Lincoln-Mercury Division has diligently explored the alternatives available to it."

"The only feasible alternative available to it is appointment of Greentree," the board concluded.

The board asserted that the appointment would not have a "substantial adverse effect on McLaughlin."

Basing its conclusions on presentations made by both McLaughlin and Ford, the board said that financial data made available to it showed that McLaughlin "is in serious financial difficulties."

The board said this stemmed "from its inability to perform as an average Ford dealer and, more particularly, as an average Mercury dealer."

The board then upheld the appointment of Greentree Toyota as the Lincoln-Mercury dealer.

California rejects changes in EPA emissions tests

SACRAMENTO. — The California Air Resources Board, which has its own ideas on how to protect California's special environment, told the auto industry it will not accept all the changes EPA has ordered in the federal emission-control certification program.

EPA ordered the changes earlier this month and claimed they would save the industry $5 million to $15 million annually.

The changes generally are aimed at simplifying federal procedures and limiting the number of vehicles which must be tested.

CARB, which administers a separate certification program for cars sold in California, said in a notice to the auto makers that it can live with only nine of the 13 proposed changes.

The four it rejected are the durability-data test interval; scheduled maintenance; emission-data vehicle selection and reconfiguration, and interpolated 4,000-mile durability-data point line crossing.

CARB said it will not be as flexible as the EPA on durability-data test intervals. It will require auto makers to test, at a minimum, at 5,000 and 50,000 miles and three other test points in between. Anything less than this will not produce representative durability data, CARB said.

• The environmental agency said it also isn't buying EPA's plan which will allow manufacturers to revise their maintenance schedules after durability testing begins.

"CARB is of the opinion that a durability-data vehicle should not be used to develop maintenance schedules," the agency said. "A maintenance schedule should be developed and designed into the vehicle by extensive test verification and should be identified prior to mileage accumulation."

CARB said it also saw no reason to make any changes in the current regulation for line crossing allowances. It therefore will not go along with EPA's change to allow for it in durability vehicles as long as the 5,000-mile actual test point and the 50,000-mile interpolated points are both below the emission standard.

CARB noted, however, that in order to avoid additional testing by the companies, it will review such instances on a case-by-case basis.

In another attempt to avoid additional testing, CARB said it will require just two emission-data vehicles for certification testing. The first selection will be based on the highest-sales-volume unit and the second based on the highest expected emissions level.

Previously, when EPA and CARB tested engine families for emissions, they picked one vehicle based on highest projected sales and two or three vehicles based on expected "worst-case" emissions.

In the future, EPA will allow manufacturers to choose and test a single vehicle for each engine family. They may satisfy any additional testing requirements for that engine family by reconfiguring and retesting that same vehicle, as long as only a single engine/emission-control-system combination is involved.

CARB said this is just not sufficient, as far as it is concerned.

Gengras elected

WEST HARTFORD, Conn. — E. Clayton (Skip) Gengras Jr., a second-generation automobile dealer, has been elected to the West Hartford Town Council. His father was a Ford dealer; the younger Gengras owns Clayton Motors (Dodge-Volvo).

But total is 24 pct. below year-ago period

Week's car output rises to 119,363

By Patricia Hoffman
Staff Writer

Although seven plants were idle last week for changeover/inventory control, U. S. auto production managed to pull ahead of the previous week's total as several assembly plants returned.

Among the returnees was Chrysler Belvidere, which had been idle three weeks for conversion to the front-wheel-drive Dodge Rampage pickup truck. Belvidere resumed car production Nov. 16, and truck assembly began Nov. 18.

Last week's output was estimated at 119,363 cars, up 21 percent from 98,652 the previous week, but the total dropped 24.10 percent below that of the comparable 1980 week.

Breakdown for the week by company is: General Motors, 67.78 percent; Ford Motor, 21.17 percent; Chrysler Corp., 8.88 percent; American Motors, 2.14 percent and Checker Motors, 0.03 percent.

Volkswagen of America began a three week shutdown last week (Nov. 16) to control inventory. The plant is slated to return to work Dec. 7.

Checker Motors went down Nov. 18 for an extensive changeover period. The facility is slated to return Jan. 11.

GM's Janesville point continues on a five-month shutdown for changeover to the J-car. The facility has been idle since Oct. 19.

Also at GM, the second shift at the Willow Run plant was idle last week for the third week of inventory adjustment. The facility is scheduled to resume operations today (Nov. 23) with a line-rate reduction from 70 units an hour on two shifts to 50 units an hour on two shifts.

GM's Bowling Green (Corvette) plant returned last week after one week of downtime to adjust inventories.

The second-shift production of Cimarrons and Cavaliers at GM's Southgate assembly plant will be eliminated beginning Nov. 25.

GM's Linden facility will reduce output of the Eldorado, Seville, Toronado and Riviera from 56 units an hour on two shifts to 45 an hour on two shifts beginning Nov. 30.

Also at GM, the Lordstown and Leeds plants will go down Dec. 7. Lordstown is slated to return Jan. 4, and Leeds is scheduled to resume production Jan. 11. Lordstown will be idle because of high inventories of J-cars, and Leeds is changing over to Buick and Oldsmobile J-cars.

Ford's Metuchen and San Jose facilities were idle for the third week last week to control inventories. Ford's Dearborn, Chicago and Lorain points resumed operations last week after a two-week shutdown for inventory adjustments.

Chrysler's Newark facility was idle last week due to high inventories. The point, which closed Nov. 9, is slated to resume today.

All car assembly points will be idle Thursday and Friday (Nov. 26-27) for the Thanksgiving Day holiday.

Truck production up a bit; first Dodge Rampage built

Despite downtime at five assembly plants last week, domestic truck production rose slightly above the previous week's output.

Chrysler Corp. began production of its front-wheel-drive Dodge Rampage pickup at the Belvidere assembly plant, and Ford Motor resumed operations at its Twin Cities facility after a two-week shutdown for inventory adjustment.

Last week's truck production was targeted at 26,484 units, up 1.28 percent from 26,149 in the previous week, but down 34.43 percent from 40,389 in the comparable 1980 week.

Operations at American Motors Toledo (Jeep) facility were halted last week (Nov. 16) for inventory adjustment. The plant is slated to return today (Nov. 23).

Also idle last week for inventory control was Volkswagen of America's Westmoreland point. Operations are scheduled to resume Dec. 7.

Ford's Lorain truck facility was idle for the second week last week to adjust mounting inventories.

General Motors' Flint (Chevy Line Two) facility was idle last week for the second week of downtime due to a parts shortage.

Chrysler Corp.'s Newark assembly plant was closed last week for inventory adjustment. Operations are slated to resume today.

Chrysler Belvidere became the company's first automotive assembly plant to build both front-wheel-drive cars and trucks off a common assembly line. The Rampage is also the first truck ever in the Belvidere plant.

The line rate at the facility will eventually accelerate to 72 units per hour, including about 20 trucks. The Rampage will be introduced in dealer showrooms on Jan. 7.

All truck points will be idle Thursday and Friday this week due to the Thanksgiving Day holiday.

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 21, 1981	Week Ended Nov. 22, 1980	Week Ended Nov. 14, 1981	Nov. to Date	Jan. 1 to Nov. 22, 1980	Jan. 1 to Nov. 21, 1981
CHEVROLET	8,285	13,754	8,367	24,737	419,426	425,892
DODGE	2,100	.....	2,000	6,115	108,982	85,209
FORD	9,912	16,088	7,544	28,252	529,758	580,141
GMC	3,587	5,382	3,462	10,307	136,140	155,794
INTERNATIONAL	1,150	1,730	1,267	2,417	58,729	63,063
MACK	.....	650	559	1,158	24,664	35,771
JEEP	.....	460	.....	.....	20,917	.....
AM CORP.	.....	1,740*	1,500*	1,500*	72,641*	81,188*
MISCELLANEOUS	50*	85*	50*	150*	7,701*	3,386*
VOLKSWAGEN	1,400*	500*	1,400*	4,200*	34,625*	61,320*
Total Trucks, U. S.	26,484	40,389	26,149	79,136	1,413,583	1,491,764

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 21, 1981	Week Ended Nov. 22, 1980	Week Ended Nov. 14, 1981	Nov. to Date	Jan. 1 to Nov. 22, 1980	Jan. 1 to Nov. 21, 1981
CHRYSLER CORP.	2,000	.....	1,639	5,650	45,152	76,129
FORD MOTOR	3,334	3,660	2,659	6,424	159,297	125,655
GENERAL MOTORS	5,962	6,690	5,466	16,888	211,747	245,656
AMERICAN MOTORS	.....	.....	.....	.....	18,127	.....
INTERNATIONAL	235	295	234	704	14,489	10,375
MACK	.....	40	.....	.....	1,883	.....
Total Trucks, Canada	11,531	10,685	9,998	29,666	450,695	457,816
N. American Trucks	38,015	51,074	36,147	108,802	1,864,278	1,949,580

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

Ford downtime cuts Canadian car production

Despite an increase in the line rate of General Motors' new A-cars at the Oshawa (No. Two) plant and the one-day holiday closing by three auto companies the previous week, Canadian auto production fell slightly last week due to downtime at Ford Motor's St. Thomas point.

Last week's auto production was targeted at 16,854 units, down 5.74 percent from 17,881 completed the previous week when assembly was halted for one day at Ford, Volvo and Chrysler Corp. due to the Remembrance Day holiday. Output also dropped 18.68 percent below the 20,726 in the comparable 1980 week.

So far this year, the auto manufacturers have assembled 728,190 units, a drop of 3.02 percent from 750,836 in the comparable period last year.

Truck production rose 15.33 percent last week to 11,531 units from 9,998 in the previous week when output was held back by the short work week at Ford and Chrysler. Output also rose 7.92 percent above the 10,685 units in the comparable 1980 week.

GM completed the second week of A-car production last week at Oshawa No. Two. The plan resumed operations Nov. 9 after being idle since Aug. 6 for changeover. It will gradually increase A-car output until the full line-rate of 45 units per hour is reached in January.

Also at GM, the St. Therese car facility has slated an extended Christmas shutdown beginning Nov. 30 because of the sales famine in the U. S.

Ford's St. Thomas car facility, which had been idle for inventory control since Aug. 31, returned Nov. 10, but closed again last week, also to control inventories. The plant is slated to resume operations today (Nov. 23).

U. S. CAR PRODUCTION

	Week Ended Nov. 21, 1981	Week Ended Nov. 22, 1980	Week Ended Nov. 14, 1981	Nov. to Date	Jan. 1 to Nov. 22, 1980	Jan. 1 to Nov. 21, 1981
AMERICAN MOTORS	2,550*	3,275*	2,550*	5,100*	149,788*	109,672*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	10,600	20,600	7,176	29,560	571,095	697,987
Plymouth Total	3,700	9,450	2,150	10,494	262,320	343,823
Horizon	1,700	3,300	31	1,751	139,739	129,145
Reliant	2,000	5,900	2,119	8,763	51,314	205,091
Volare	.....	.....	.....	.....	51,735	.....
Caravelle	.....	100	.....	.....	5,623	2,139
Gran Fury	.....	150	.....	.....	13,909	7,448
Chrysler Total	2,500	2,450	2,508	7,798	73,162	49,597
LeBaron	2,500	1,500	2,508	7,798	55,508	44,735
Chrysler	.....	950	.....	.....	17,655	4,862
Dodge Total	4,400	8,700	2,518	11,268	235,614	304,567
Omni	1,700	2,750	.....	1,700	117,257	115,913
Aspen	.....	.....	.....	.....	36,881	.....
Aries	1,800	4,900	1,472	6,277	41,109	161,485
Diplomat	.....	600	.....	.....	27,648	12,644
Dodge 400	900	.....	1,046	3,291	.....	10,843
St. Regis	.....	450	.....	.....	12,719	3,682
FORD MOTOR	25,270	32,811	14,497	50,797	1,140,901	1,237,538
Ford Division	15,321	21,901	8,041	28,433	816,308	837,866
Escort	3,809	8,986	3,739	11,407	66,076	332,503
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	3,729	2,279	3,677	8,007	184,748	168,142
Must./Must. II	3,807	4,187	.....	3,807	212,393	140,754
Granada	2,775	4,349	625	4,011	98,559	94,741
T-Bird	1,201	.....	.....	1,201	104,041	59,638
Ford	.....	2,100	.....	.....	82,312	40,886
EXP	.....	.....	.....	.....	.....	1,202
L-M Division	9,949	10,910	6,456	22,364	324,593	399,672
Mercury Total	8,303	8,987	4,791	16,975	280,139	339,888
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	1,471	3,230	1,541	4,433	22,596	111,861
Capri	1,500	1,269	.....	1,500	61,374	46,451
Zephyr	902	1,536	959	2,021	61,027	48,240
Cougar	2,400	1,659	643	3,697	21,619	44,730
XR-7	412	.....	.....	412	52,128	27,733
Mercury	1,618	1,293	1,648	4,912	48,950	60,216
LN7	.....	.....	.....	.....	.....	657
Lincoln Total	1,646	1,923	1,665	5,389	44,454	59,784
Continental ('82)	823	.....	833	2,695	.....	10,175
Lincoln	499	1,055	510	1,645	18,668	25,224
Mark VI	324	868	322	1,049	23,920	24,385
Versailles	.....	.....	.....	.....	1,866	.....
GENERAL MOTORS	80,903	96,013	70,430	234,780	3,683,982	3,649,833
Buick Division	15,055	17,610	11,663	44,969	691,742	805,774
Skylark	3,240	4,879	.....	9,563	193,900	246,015
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	2,030	3,536	1,611	5,043	148,375	95,117
Regal	4,795	4,705	4,784	14,417	180,405	243,310
Buick	3,240	3,350	3,530	10,712	130,350	158,294
Riviera	1,750	1,140	1,738	5,234	38,712	63,038
Cadillac Division	5,420	4,709	5,329	15,649	176,867	237,850
Cimarron	335	.....	339	1,084	.....	21,819
Seville	320	725	300	969	30,432	22,108
Eldorado	1,165	1,260	1,190	3,476	47,978	53,082
Cadillac	3,600	2,724	3,500	10,120	98,457	140,841
Chevrolet Division	32,006	40,945	27,665	90,529	1,576,358	1,343,333
Chevette	7,515	9,570	7,371	22,706	416,187	322,974
Cavalier	8,475	.....	8,478	24,849	.....	129,692
Celebrity	3,285	.....	2,215	7,532	.....	9,051
Monza ('80)	.....	2,780	.....	.....	146,546	.....
Camaro	1,951	2,420	422	2,958	107,174	90,732
Citation	3,330	10,262	2,426	11,303	410,083	282,223
Malibu	3,770	6,427	3,527	11,019	238,122	210,727
Monte Carlo	2,640	3,686	2,701	8,086	107,310	127,042
Chevrolet	5$$	4,800	525	1,536	111,396	145,091
Corvette	540	1,000	.....	540	39,540	25,801
Oldsmobile Division	14,580	19,981	13,813	44,252	713,495	773,518
Omega	.....	2,343	.....	2,513	99,245	125,426
Cutlass	4,800	10,371	4,816	14,382	340,385	341,602
Cutlass/Ciera	3,025	.....	2,410	7,451	.....	11,978
Oldsmobile	5,510	6,369	5,367	16,182	204,799	253,452
Toronado	1,245	898	1,220	3,724	69,066	41,060
Pontiac Division	13,842	12,768	11,960	39,381	525,520	489,358
Acadiant †	250	280	281	884	17,758	17,467
J2000	5,035	.....	4,375	12,922	.....	79,344
Sunbird ('80)	.....	3,758	.....	.....	143,621	.....
T1000	1,515	.....	1,729	5,459	.....	83,114
Firebird	1,009	1,660	186	1,498	72,033	45,017
Phoenix	1,230	3,138	553	3,607	121,943	90,650
Grand Prix	1,640	1,898	1,816	5,644	64,894	90,933
Bonneville ('82)	1,640	.....	1,869	5,598	.....	22,346
A6000	.....	.....	.....	.....	.....	4,427
LeMans	1,523	1,794	1,151	3,969	56,956	45,996
Pontiac	.....	240	.....	.....	48,315	10,064
VOLKSWAGEN	.....	4,550	3,899	8,101	175,234	154,226
CHECKER	40*	.....	100*	240*	2,754	2,009*
Total Cars, U. S.	119,363	157,249	98,652	328,578	5,723,755	5,851,265

CANADIAN CAR PRODUCTION

	Week Ended Nov. 21, 1981	Week Ended Nov. 22, 1980	Week Ended Nov. 14, 1981	Nov. to Date	Jan. 1 to Nov. 22, 1980	Jan. 1 to Nov. 21, 1981
AMERICAN MOTORS	960	405	980	2,892	924	31,582
CHRYSLER CORP.	2,000	1,800	1,790	5,764	67,484	57,540
FORD MOTOR	3,719	5,440	6,675	14,088	228,524	193,660
GENERAL MOTORS	9,950	12,856	8,256	26,259	445,007	436,073
VOLVO	225	225	180	630	8,897	9,335
Total Cars, Canada	16,854	20,726	17,881	49,633	750,836	728,190
N. American Cars	136,217	177,975	116,533	378,211	6,474,591	6,579,455
N. American Trucks	38,015	51,074	36,147	108,802	1,864,278	1,949,580
North American Cars and Trucks	174,232	229,049	152,680	487,013	8,338,869	8,529,035

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Little hope seen for prospects of Clean Air relief

By Jake Kelderman
Washington Staff Writer

WASHINGTON.—The Senate Environment and Public Works Committee last week threw cold water on the auto industry's hope for any relief from Clean Air Act requirements.

Drafting amendments to the landmark legislation, the committee voted by substantial margins to accept amendments offered by Senator Gary Hart, Colorado Democrat, to force heavy-duty truck makers to meet the act's original requirement for a 90 percent reduction of their HC and CO emissions by the 1984 model year.

The amendment would also require light-duty truck makers to meet similar 90 percent reduction requirements for HC and CO in 1984 in addition to a NOx standard of 1.2 grams per mile for light trucks with gross vehicle weight ratings of 6,000 pounds or less and a 1.7 grams per mile NOx standard for those with GVW of 6,000 pounds to 8,500 pounds.

Light-duty diesel makers would have to meet only a 1.5 grams per mile NOx standard through the 1984 model year.

In so doing, the committee dashed a lot of hope the auto industry had for Clean Air Act relief and soundly slapped the current EPA hierarchy and the Reagan Administration for trying to roll back emission standards for cars and trucks administratively in the guise of relief for the U. S. auto industry.

The EPA and the Reagan Administration had said as early as April of this year that heavy-duty truck standards for the 1984 model year would be eased so that catalytic converters would not be necessary to meet the standards and that light-duty truck standards for NOx would not be lowered beyond the current requirement of 2.3 grams per mile.

The heavy-duty truck proposal to that effect is on the desk of EPA Administrator Anne Gorsuch at the moment.

If Hart's amendments survive full Senate consideration, a conference with the House, final Senate consideration and Presidential action, they would obviate the EPA-Reagan proposals and effectively require auto makers to put the sophisticated three-way feedback emission control systems now common on passenger cars, on light duty trucks and catalytic converter emission control systems on heavy-duty trucks.

Such additions should add no more than $472 to the price of a heavy-duty gasoline truck, Hart said. He said this cost should be easily offset by a reduction in fuel and maintenance costs.

Hart said he obtained those figures from EPA's own analysis of the regulation as the agency had proposed it prior to the election of President Reagan.

The auto makers, needless to say, were not pleased by the developments. A General Motors spokesman said: "The action can

Continued on Page 53, Col. 1

Clenet's third series

Two-seat Asha bows

Clenet Coachworks, Santa Barbara, Calif., has unveiled a new two-seater, the Asha. The steel unibody car is built with Lincoln-Mercury mechanicals and features such details as matched-grain burl walnut, Connolly leather, lambswool, crystal accessories and a sliding roof panel for open-air motoring. Five hundred of the Series III are to be built; price is $78,500 FOB Santa Barbara. Story on Page 55.

On eve of Louisville show

RV makers see bright prospects

By Jack Walsh
Truck & RV Editor

Manufacturers of recreational vehicles and chassis suppliers think prospects for sales increases in 1982 are exceptionally bright and offer a number of good reasons for their optimism:

Factory shipments of RVs to dealers in the first nine months of 1981 topped those for all of 1980, high interest rates appear to be moderating, fears of growing inflation are subsiding and concern over fuel availability has all but vanished.

While the outlook is heartening, manufacturers and dealers will have to increase their marketing efforts in the coming year to turn the sales potential into reality, industry experts agreed on the eve of the opening of the annual national RV show this week (Dec. 1-4) in Louisville.

James T. Riley, GMC Truck & Coach general sales manager, said RV sales next year could be the industry's best in four years if there is an improvement in the economy.

Introduction of the new Chevrolet 6.2-liter diesel engine in both Chevrolet and GMC light trucks is one big reason for Riley's optimism for the RV market in 1982.

• "The brighter outlook for 1982 can be attributed in part to the use of more fuel-efficient diesel engines," Riley said. "In fact, 1982 could well be the 'year of the diesel' for the RV industry."

Sales of all types of RVs should be up 25 percent over those for 1981, in the opinion of Keith D. Corson, president, Coachmen Industries, Inc.

"There is a growing pent-up demand for RVs as demonstrated by the attendance at the highly successful shows across the country," he said. "Fuel supplies are in good shape and prices have stabilized somewhat.

"In addition, the trend toward more leisure time and the desire to spend that time out of doors continues," he said.

Fred G. Emmert, marketing vice president, Winnebago Industries, Inc., noted that dealers will have to merchandise their products more aggressively in 1982 to offset money and other problems.

"Against a background of high interest rates and economic uncertainty, the RV industry is faced by problems of sticker shock, financing and inventory control in the next year," he said.

"To offset these conditions, dealers will have to work harder to make sales and will have to use all the merchandising tricks of the trade," he added.

Robert C. Honke, Ford Division recreational vehicle sales manager, said the company's RV plans "are based on year-to-year increases of from 25 to 30 percent in the RV market, with most of the growth in the motorized-vehicle segment.

"We see an upward trend in the market during 1982, especially as consumer confidence grows and interest rates moderate," he added.

breaking news

Dealers invited to Riegle fund-raiser

DETROIT. — Some 50 to 60 Detroit-area auto dealers have been invited to a $500-a-plate dinner Dec. 11 to support Senator Donald Riegle's bid for reelection in 1982. The dinner was organized by Martin J. (Hoot) McInerney, who heads Chrysler-Plymouth and other dealerships, and the hostess is former Congresswoman Martha Griffiths, a Chrysler Corp. director. Some Chrysler dealers received a letter from Chrysler Chairman Lee Iacocca urging support for the fund-raiser. Riegle, a Michigan Democrat, helped get the Chrysler Loan Guarantee Act passed.

Belt use ordered by Peck

WASHINGTON.—An order from Administrator Raymond A. Peck says that after Dec. 1, all NHTSA employes using federal cars on official business must wear seat belts.

Ford recalls 4,000 T-birds, XR-7s

DEARBORN.—Ford Motor Co. is recalling 4,000 '82 Ford Thunderbird and Mercury XR-7 models with 3.8-liter V-6 engines because carbon monoxide emissions may exceed certification standards. Ford said the correction involves replacement of a carburetor part and that the condition has no effect on fuel economy or driveability.

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EPA reeling under threat of budget slash of nearly half

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — EPA, already reeling under the impact of new Administrator Anne Gorsuch and Reagan Administration budget cuts, would be nearly halved under a 1983 budget proposal put forward by the Office of Management and Budget.

Gorsuch, who has herself proposed an 18-percent budget slash for her agency in 1983 atop the 16 percent she had proposed for fiscal 1981-82, was described by EPA sources as being "outraged" by OMB's proposed 36-percent cut for 1983.

The EPA's operating budget for 1981 is $1.35 billion. If the OMB cuts for 1983 were to become effective, this would be cut to $700 million. Gorsuch reportedly told OMB that cuts of that magnitude would throw the agency into complete disarray. They cannot be defended or supported by any analysis, she has told OMB director David Stockman, and in addition amount to a disastrous political blunder.

Gorsuch, who has been under heavy criticism for her stewardship of EPA, fears that if cuts beyond those she has suggested are enacted, the bad press she has endured will spill over onto the President himself as well as the Republican party.

"Cutting EPA's budget in 1983 to $995 million as I have suggested can be defended on the grounds that we can still perform our bedrock functions," she reportedly told her aides, "but anything like Stockman wants is going to be big trouble."

OMB's cuts would chop EPA's hazardous waste control program 65 percent from 1981 levels, its research programs by 32 percent, its pesticide regulations by 42 percent and research by 38 percent. Contracting funds would be cut by 62 percent and the sewer construction grants program would lose $1.4 billion.

Additionally, another 1,000 employes would need to be slashed from EPA's roster leaving the agency with about 7,340 staff members as compared to the current level of 10,400.

For the auto industry, further cuts in budget and personnel, especially of the magnitude suggested by OMB, would likely result in more delays in the certification process and enforcement functions would be curtailed sharply.

Gorsuch's strong objections to the proposed budget cuts notwithstanding, there are rumors floating about the Capital that she leaked the proposed budget cuts as part of a top-level White House effort to con-

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Employe purchase plans die

Ford will close plants in Alabama, Michigan

By Marjorie Sorge
Labor Editor

DETROIT. — Ford Motor Co. failed to sell two plants last week, one by its choice and the other by its workers' choice.

After weeks of discussion between management and workers, 940 unionized employes at Ford's Sheffield (Ala.) aluminum casting plant decided last Monday (Nov. 23) not to buy the operation. Now the plant will close in a two-year phase-out.

And in a last-ditch effort to prevent closing, the 75 workers at the company's Northville (Mich.) valve plant tried to buy the facility in a three-part, $3 million plan calling for employe stock ownership, profit sharing and a commitment from Ford to continue to buy valves.

The company rejected the proposal and the plant will be closed by the end of the year. Ford began phasing out the operation about a year ago.

M. L. Jurosek, general manager of Ford's Engine Division, said, "We would be doing a real disservice to our employes to allow them to gamble their life savings on a venture that just won't work."

At Sheffield, workers told the company its plan just won't work. Ford had offered to let the workers buy the operation under an Employe Stock Ownership Plan (ESOP) after workers rejected Ford's overtures to provide a profit-sharing plan but cut wages and benefits by 50 percent. Ford had said if the workers did not buy the plant, the closing was definite.

• At last week's meeting, members of UAW Local 255 told Ford officials they wanted a plant closure agreement with a special early retirement plan as a pre-condition before they continued buyout discussions. Ford rejected that plan.

A special retirement program provides benefits for workers who are 55 years old and ends when they reach 62 and Social Security kicks in. It is geared toward protecting older workers who might not be able to find new jobs when a plant closes. It requires 10 years' seniority for eligibility.

Under the special retirement benefit, workers with 20 years' seniority would get $8,000 a year regardless of whether they were employed elsewhere, according to a Ford spokesman. Of the 940 production workers at Sheffield, 618 qualify for special retirement benefits and 147 are eligible now.

If a special retirement benefit were granted it could cause some inequities, company insiders said, because the older workers could be hired back into the new worker-owned facility and still collect the retirement benefit. The younger workers, however, would be getting only the standard wage.

But UAW Local 255 President Lavoye McCanless said the workers felt they might not get their retirement benefits under the ESOP program and wanted them now.

Some union insiders say Ford had an instant lack of credibility in the plant when officials asked for a 50 percent cut in wages and benefits and issued an ultimatum of either accepting company terms or seeing the plant closed. They said there were immediate hard feelings and bad attitudes among employes who considered the proposal a slam on their abilities.

Also, the wage and benefit cut was against the UAW constitution which prohibits its locals from accepting such concessions without the vote of all Ford-UAW members.

But had the workers bought the plant, they would not be part of the national agreement and could take the cuts. Ford officials had already told the Sheffield workers they felt a 50 percent wage and benefit cut would still be needed to make the operation successful even with a buyout.

The average employe at the plant makes $13.39 an hour in wages and another $7.71 per hour in benefits for a total cost of $21.10. Ford had proposed a cut in wages to $7.72 per hour and a cut in benefits to $2.83 per hour for a total labor cost of $10.55 per hour.

Since the workers have rejected both proposals, the phase-out will begin almost immediately. About 171 workers will be laid off by March, 1982, but that number may vary based on the production volume.

"We must now find the most humane system to take care of our employes," a Ford spokesman said.

The unemployment rate in the Sheffield area is 12 percent.

DOMESTIC SALES

	Nov. 11-20, 1981	Nov. 11-20, 1980
AMERICAN MTRS.	2,900†	3,900†
Chrysler	3,181	4,652
Imperial	116	359
Plymouth	7,045	8,627
Dodge	6,747	8,984
CHRYSLER CORP.	17,089	22,622
Ford	25,709	34,169
Mercury	9,175	11,830
Lincoln	2,117	2,408
FORD MOTOR	37,001	48,407
Buick	14,497	23,601
Cadillac	6,928	7,474
Chevrolet	35,644	56,003
Oldsmobile	20,824	26,544
Pontiac	11,814	20,268
GENERAL MOTORS	89,707	133,890
VOLKSWAGEN	2,349	4,416
INDUSTRY TOTAL	149,046	213,235

†Estimate

U.S. sales plunge to 22-year low in mid-November

By Jenny L. King
Staff Writer

Mid-November domestic new-car sales limped along at 20-year-ago levels, with the period down 30.10 percent from 1980 and the daily selling rate at just 16,561. Retail sales totaled 149,046 this year compared with 213,235 a year ago.

Nov. 11-20 sales were at their lowest point since the 139,685 recorded back in 1959. Best total was 307,302 in 1971. The period was up 4.86 percent over 142,143 the first 10 days of the month, but there were nine selling days mid-month and the daily rate was down 6.79 per-

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57th year — No. 4891

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Versatile twin tops

The Tiara convertible from Classic Group of Companies, Inc., Blaine, Wash., offers a two-phase top with power convertible. A formed rigid top over the front seat can be removed by hand and stored in the car's trunk for a town-car look, or the entire tiara top area can be lowered to rest flush with the rear deck. Retail price is $23,000 to $25,000. The Tiara is built from a Buick Regal.

443,598 delivered in first 10 months of 1981

Diesel car sales up 32 percent

By Jim Plegue
Staff Writer

Diesel automobile sales continue to be one of the few bright spots in an otherwise grim sales year in the U. S., notching a 32.12-percent increase during the first 10 months of 1981.

Consumers purchased 443,598 diesel-powered cars from Jan. 1 to Oct. 31 of this year, up from the 335,736 diesels sold during the equivalent 1980 period.

As has been the case all year long, diesel sales have defied the overall U. S. car sales trend. Cumulative sales of domestic new cars are running about 3 percent behind last year's dismal showing. Import sales to-date are down about 2 percent.

General Motors continues as the undisputed diesel sales leader. The corporation's dealers sold 269,242 diesel-powered cars during the Jan. 1-Oct. 31 period, a whopping 46-percent increase over the 184,407 sold during the comparable period last year.

• General Motors captured 60.69 percent of the U. S. diesel market, an increase of more than five points from the 54.93-percent share it held during the comparable 1980 period. All GM divisions except Cadillac posted sales gains during the period.

Oldsmobile, source of all domestically built GM diesel engines, sold more diesel automobiles than the other divisions combined. There were 138,229 Olds diesel models retailed from Jan. 1 to Oct. 31, up 31.60 percent from the 105,032 sold during the equivalent 1980 period.

But Oldsmobile's market share of 31.16 percent was actually a slight drop from last year, while Buick, Chevrolet and Pontiac substantially increased their sales and penetration. Buick's sale of 41,089 diesel units was up 183.27 percent from last year. Chevrolet more than doubled its diesel volume for the period and Pontiac was up 43.84 percent.

During the 1981-model year, GM offered the Olds-built 5.7-liter V-8 diesel in many of its standard and intermediate models and an Isuzu-built 1.8-liter diesel four in the Chevrolet Chevette. A new Oldsmobile-built 4.3-liter V-6 diesel debuted for 1982 in the new front-drive A-body cars.

Combined Volkswagen / Audi diesel sales for the period dropped slightly, but the company funneled more of its diesel engine output into its pickup truck. Diesel pickup truck sales more than doubled during the period.

• The small reduction in VW/Audi diesel sales was accompanied by a much larger 7.8-percentage-point drop in market share — from 31.40 percent to 23.90 percent this year. This was due to GM's substantial gains and the increase in the number of imported diesel offerings.

VW offered a diesel engine in the '81 Rabbit, Dasher and Jetta and, for 1982, the Quantum and Vanagon. Audi offers diesel power in the 5000 model and added a diesel 4000 for 1982.

Among the smaller importers, Peugeot registered the largest gain for the period. The company sold 12,398 diesel and turbo-diesel 505 models and a few of its new 604 turbo-diesels during the period, up 42.94 percent from the 8,673 sold last year.

Mercedes-Benz reported a 22.87-percent boost in sales during the period, although the German maker's market share was shaved by over half a point. Diesels account for 78 percent of total Mercedes-Benz sales.

Isuzu, which entered the U. S. market in April of this year, sold 8,086 diesel-powered I-Mark models during the period, accumulating a 1.82-percent share of the market. Datsun sold 5,999 diesel-powered Maxima models during the period. The diesel Maxima, introduced in June, accounts for about 38 percent of total Maxima sales.

Volvo sales do not accurately reflect that maker's diesel potential. The company was unable to certify a 1981-model diesel engine and sold 1980 and 1982-model diesels during the Jan. 1-Oct. 31 period.

During the 1981 model year General Motors sold 317,691 diesel models, up 54.62-percent from the 205,456 sold during the 1980 model year. All divisions except Cadillac posted gains.

Sales of diesel-powered new cars in the U. S.

	Jan.-Oct. 31, 1981	Percentage Share of Market	Jan.-Oct. 31, 1980	Percentage Share of Market
Cadillac	34,124	7.69	34,880*	10.39*
Buick	41,089	9.26	14,505	4.32
Chevrolet	28,500	6.43	11,011	3.28
Oldsmobile	138,229	31.16	105,032	31.29
Pontiac	27,300	6.15	18,979	5.65
GM Total	269,242	60.69	184,407	54.93
VW/Audi	106,000	23.90	106,439	31.70
Isuzu	8,086	1.82	.....	.....
Mercedes-Benz	40,420	9.11	32,896	9.80
Peugeot	12,398	2.80	8,673	2.58
Datsun	5,999	1.35	.....	.....
Volvo #	1,453	.33	3,321	.99
TOTAL	443,598	.....	335,736	.....

*Estimated
#Volvo did not sell 1981-model diesels. Numbers are for 1980 and 1982 diesels.

GM diesel sales by model year

	1981	1980
Cadillac	36,651	39,138
Buick	43,812	15,219
Chevrolet	49,791	13,843
Oldsmobile	160,738	119,495
Pontiac	26,699	17,761
TOTAL GM	317,691	205,456